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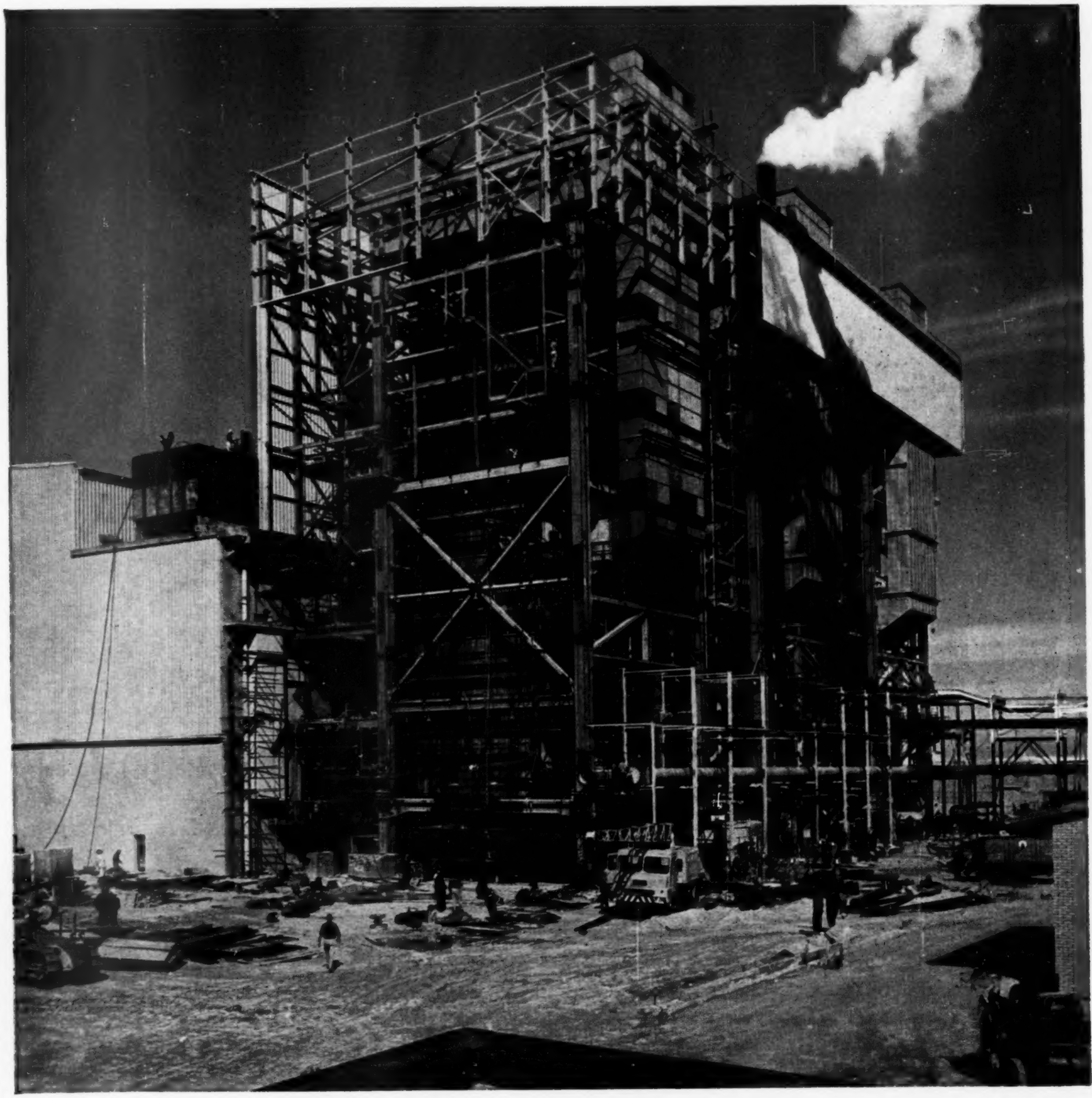

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Front cover photograph

An installation of three 725.000 lb./hr. radiant boilers, fired by national gas and oil, during final stages of construction at Shuaiba power station (Government of Kuwait). Part of the steam output now operates a sea-water distillation plant. Some 18 Babcock boilers have been installed previously in Kuwait, for public electricity supply and serving distillation plants. An article on export opportunities in Kuwait appears in this week's issue.

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Kuwait – a tough but rewarding market

By B. L. Strachan, First Secretary (Commercial), British Embassy, Kuwait

This concludes the series of articles on Trading with the Arab States of the Gulf

'HOW LONG are you staying in Kuwait, Mr. English?' we asked one visitor.

'As long as it takes me to book orders for £20,000.'

This businessman, who was selling piece-goods, stayed nearly four weeks and in fact booked orders for £30,000.

Or again: 'There are three major customers for my products; last year I persuaded one of them that my product was better value than our cheaper Japanese competitors; this year I am going to stay until I get one of the other two signed up'. Mr. Scot stayed two weeks and departed having secured the annual order (£60,000) for all three customers.

An odd way to start an article about the Kuwait market? Perhaps, but the intention of these two visitors, to devote sufficient time to do a really thorough hard sell, is unfortunately still the exception rather than the rule. Most British businessmen allot 2-3 days to Kuwait as part of a rigid schedule of visits to a dozen or more countries in the area.

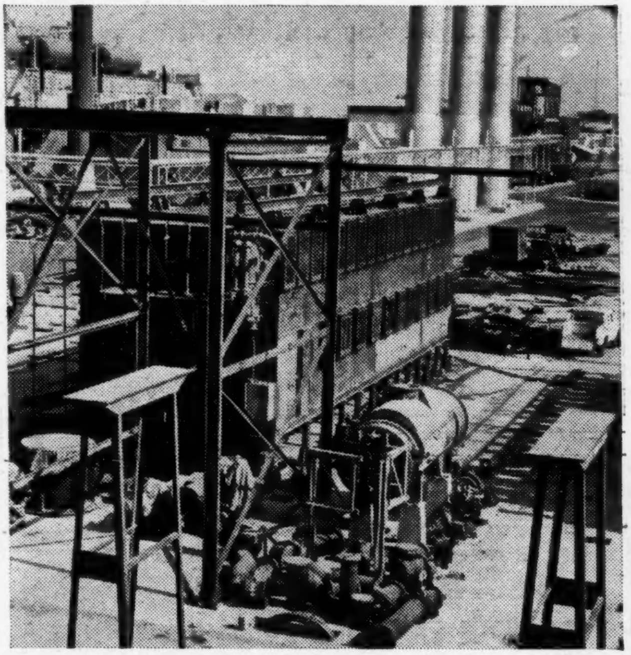
A competitive market

Yet Kuwait is a good market: in 1966 she imported £165 million worth of almost every class of goods; there are few complications: no import restrictions – except those prescribed by the Israeli Boycott Regulations. A stable economy – Kuwait's huge oil exports and vast reserves see to that. Few credit problems: a merchant community of experience and integrity. No political bias is shown to distort the pattern of trade.

Precisely because it is such a good market, however, exporters from practically every country in the world are active here from the United States (with 21 per cent of the market), the United Kingdom (16 per cent), Japan (11 per cent), Germany (8 per cent), down through the countries of West Europe, East Europe, the Far East, Africa and even Latin America. Thus Kuwait presents a microcosm of international trade, largely free from distorting influences and as such it offers our exporters a possibly unique opportunity to study their competitiveness in nearly every field of trade, since sales are achieved solely on the basis of price, delivery, quality and marketing ability.

Price and delivery

Of these factors, price and delivery are normally the most important: some 50 per cent of all purchases in Kuwait are made by Government departments, who purchase by public tender. Contracts are invariably awarded to the lowest bid complying with the contract specifications. Even in the private sector, Kuwaiti merchants tend to go for price rather than quality because so many of their customers are still relatively unsophisticated. It is, however, to be expected that with increasing experience, this will gradually change and indeed there are some signs that the Kuwaiti public are beginning to realize that the cheapest buy is by no means always the most economical. Nevertheless, we have to face the fact that many customers find our prices too high. This being so, it is vital that British representatives should not only know the strong points of their own product, but be able to detail the weak points of cheaper foreign competitors. To know your competitors is surely a cardinal principle in any sales activity, yet it is surprising how few British firms appear to devote much attention to this.



One of the several one million gallons per day water distillation plants built for the Government of Kuwait by Messrs. Weir Westgarth Ltd. of East Kilbride. Pioneers of the flash distillation process, Weir Westgarth have been responsible for more than half the world's installed capacity of large distillation plant. The company has also supplied distillation plant to the Kuwait Oil Company Ltd.

Delivery is vital, not only because Kuwaitis tend to want things yesterday, but also because of an increasing tendency for customers to impose penalty clauses for late performance. Quite rightly merchants regard the delivery date as just as much a part of a sales contract as the price and quality. They consider those who let them down on delivery to be just as dishonest as those who let them down on quality; nor are they interested in the usual reasons such as: 'let down by our sub-suppliers', 'staff problems', etc.

Agents

The key to good marketing in Kuwait is to appoint good agents. Since Kuwaiti law prescribes that Government Departments and the oil companies, who collectively represent by far the biggest customers in Kuwait, may only purchase from Kuwaiti agents, the appointment of an agent is normally essential. Because of this and of the keen international competition, the largest and most efficient merchants tend to be overloaded with agencies. Kuwait's very large

(*Continued on page* 73)

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immigrant population, from whom the managers and salesmen are largely recruited, leads to frequent changes of staff with consequent fluctuations in efficiency and performance. Furthermore, many Kuwaitis deal with a wide class of goods and command little specialized technical expertize. It is absolutely vital, therefore, to back up their efforts by frequent visits to give advice, help and a prod where necessary and to do some hard selling to their customers. This takes time and costs money, but it is really the only way. As a poor substitute our Commercial Office are always glad to call round on local agents on behalf of British exporters provided we get a thorough briefing on the product, level of sales achieved, etc.

One final aspect of effective marketing is, of course, the importance of an effective and reliable after-sales service. Many customers will gladly pay a bit more for a product they know is well backed up by good spares and repair facilities.

How British exports fare

The following figures are taken from official Kuwaiti statistics for 1966. Percentages are of total Kuwaiti imports.

Foodstuffs

Imports in 1966 totalled £26.5 million, of which the British share was £914,000, some 3½ per cent. Most successful British items were sweets (£219,000 – 36 per cent), cocoa and chocolate (£143,000 – 74 per cent), biscuits (£88,000 – 21 per cent), canned vegetables (£87,000 – 24 per cent) and canned meats (£25,000 – 14 per cent).

Machinery (non-electrical)

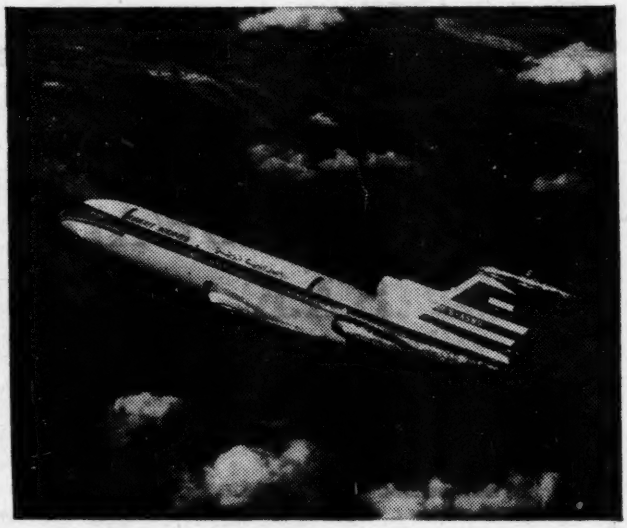
Total imports in 1966 were £20 million, of which our share was £3.5 million. Major British items included aircraft engines (£358,000 – 97 per cent, a percentage unlikely to be repeated after the recent Kuwaiti decision to purchase three Boeing 707s), pumps (£199,000 – 33 per cent), water distillation plant (£207,000 – 80 per cent, a percentage also certain to decline in the short term since the last two major desalination projects went to our American and Japanese competitors), graders (£180,000 – 16 per cent), lifting machines (£108,000 – 9 per cent), powered tools (£104,000 – 19 per cent), miscellaneous machinery (£551,000 – 25 per cent) and spare parts (£840,0000 – 26 per cent). Our share of the £4 million imports of oil drilling machines was only 3 per cent.

Electrical machinery, apparatus and appliances

Total imports £13.9 million – British share £3.6 million. Major British exports, including switchgear (£1,619,000 – 59 per cent), insulated cable (£558,000 – 28 per cent), TV sets (£163,000 – 9 per cent), telecommunications equipment (£407,000 – 30 per cent) and washing machines (£149,000 – 46 per cent).

Transport

Kuwait imported transport equipment worth £24.3 million. Our £5.2 million share included £3 million for aircraft and spares. Imports of cars were 14,710 (1,932 of them British), 224 buses (three British), 5,232 lorries and trucks (506 British). Sales of British motor cars jumped from £481,000 (6 per cent) in 1965 to £1,383,000 (13 per cent of the market) in 1966. This was the first time our share of the car market had increased for at least eight years.



A Hawker Siddeley Trident 1E in the livery of Kuwait Airways. With greater range than the Trident 1 this aircraft can carry 109 passengers up to 2,150 miles and at speeds more than 600 miles an hour. Powered by three Rolls-Royce Spey by-pass engines, the Trident aircraft have been designed from the outset for automatic landing, which is to be introduced in progressive stages.

Textiles and clothing

The 1966 imports were £22.5 million. British performance varied from 36 per cent (£704,000) of the £1.98 million woollen fabrics trade and 29 per cent (£338,000) of the carpet (non-Persian) trade to a mere 2 per cent of the £2.4 million cotton fabric market and 1 per cent of the £2.3 million synthetic fabric market. Our performance on clothing (£689,000) and footwear (£137,000), though useful, represented no more than 9 per cent and 7 per cent of the market and could be improved by a bigger sales effort.

Chemical products

With £2.4 million of this £6.7 million market, our performance has been good, particularly in paints (£319,000 – 36 per cent), pharmaceuticals (£439,000 – 34 per cent), detergents (£313,000 – 72 per cent), soaps (£196,000 – 75 per cent) and cosmetics (£163,000 – 35 per cent).

(Continued on page 75)

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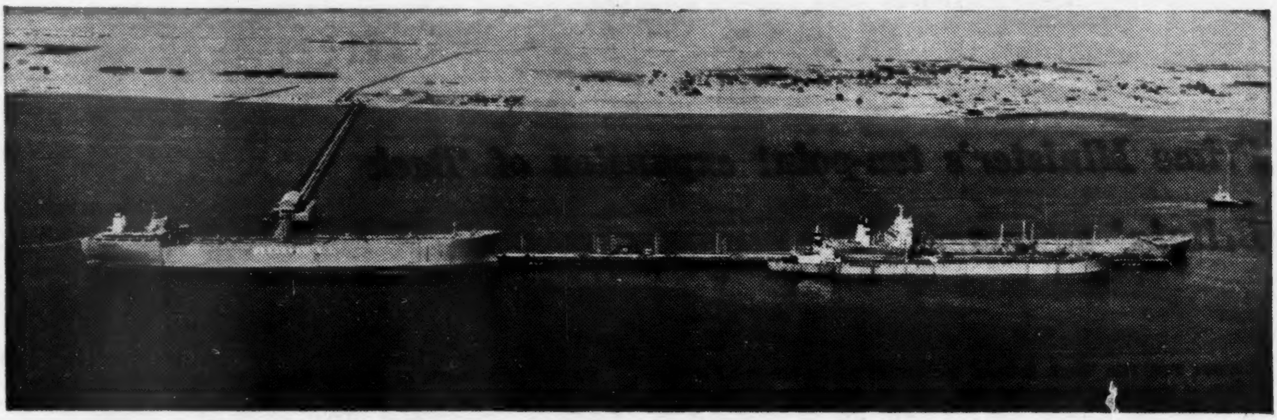
Export opportunities in Kuwait

BELOW IS A LIST of current export opportunities in Kuwait, reprinted from the *Export Services Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB.46482/67	Cables; switchgear; transformers . . .	Export Opportunity	2/68
ESB.46370/67	Biscuit and macaroni manufacturing machinery and equipment	Export Opportunity	1/68
ESB.45379/67	Pumps; switchgear	Agency	253/67
ESB.41128/67	Beds; furniture; mattresses	Export Opportunity	238/67
ESB.14404/67	Batching plants; concrete mixers; fork lift trucks	Export Opportunity	216/67
ESB.39188/67	Clothing; cosmetics; gas cigarette lighters; glassware; handbags; perfumery; plastic ware; radios; silver ware; tape recorders	Export Opportunity	215/67
ESB.38952/67	Textiles	Agency	214/67
	Calls for Tenders	**Closing Date**	
ESB.44901/67	Cables and accessories	4.2.68	248/67
ESB.44902/67	Supervisory control system	11.2.68	248/67
ESB.44156/67	Water distribution project	3.2.68	244/67 and 246/67



The north pier at Ahmadi, Kuwait, constructed for the Kuwait Oil Company by George Wimpey & Co. Ltd. to the designs of British consulting engineers Rendel, Palmer and Tritton.

Iron and steel

Our share of this £9.6 million market was only £0.75 million (8 per cent), of which two-thirds was accounted for by exports of pipe (£504,000 – 16 per cent).

Among other noteworthy achievements by British exporters were cigarettes (£3.2 million and 54 per cent of the market), furniture (£464,000 – 24 per cent), sanitary ware (£241,000 – 18 per cent), travel goods (£159,000 – 21 per cent), medical instruments (£112,000 – 52 per cent), and cigarette lighters (£86,000 – 55 per cent).

In contrast, our performance was disappointing in rubber tyres (4 per cent of a £2.3 million market), air conditioning units (0.7 per cent of a £1.85 million market), watches and clocks (£,000 in a £2.3 million market), radios (1.3 per cent of a £1.3 million market) and jewellery (0.6 per cent of a £1.1 million market).

The market in the 1960s

Kuwait's imports in the '60s have exactly doubled, from £86.5 million in 1960 to £165.3 million in 1966. During this period our share of the market declined from 20.4 per cent to 16 per cent. Of our competitors the United States have shown the biggest increase in their share, which rose from 17.8 per cent to 21 per cent. Japan's share rose from 8.8 per cent to 10.8 per cent. China's from 0.5 per cent to 3.3 per cent, while West Germany's declined from 9.5 per cent to 8 per cent. Other major exporters to the market (Italy, India, Iran, Lebanon, France, Holland, Switzerland, Australia, Pakistan, USSR and the East European countries) showed practically no change at all in their share. While there are historical reasons why our former share was misleadingly high, the fact remains that, rightly or wrongly, local merchants attribute our declining share to a combination of poor delivery, high prices and lethargic salesmanship.

And in the 1970s

Kuwait's exports of oil, which brought her in over £270 million in 1966, seem likely to continue to increase, though it is difficult to predict by how much. Thus, while it seems unlikely that the dramatic increases in her imports of 17 per cent in 1965 and 22 per cent in 1966 could be maintained for many years, exporters can almost certainly look forward to a steadily expanding market.

In particular, the £900 million five-year development plan will continue at least into the early 1970s and its emphasis on schools, hospitals, public buildings, amenities and housing offer excellent prospects for manufacturers of building materials, plant and allied products.

On the contracting side intense competition, stiff contract clauses and small profit margins have made British contractors reluctant to chance their arm here. The pattern of the future suggests that success will go to those British contractors willing to set up in partnership with one of the several good Kuwaiti contracting firms, to achieve a combination of local knowledge and labour with British technical know-how. The days of foreign contractors coming in to do a single job and pull out again are probably drawing to a close.

With the highest *per capita* income in the world, Kuwaiti customers are likely to show increasing sophistication in their choice of consumer goods of every description. Little attention is as yet paid to maintenance and the consequently necessary replacement of durables and even of buildings is likely to provide an excellent market during the next decade. The generally low standard of maintenance highlights, of course, the importance of a good after-sales service.

The Kuwait Government attaches great importance to industrializaton, but a harsh climate, absence of any natural resources except oil, a relatively small home market and a shortage of skilled and unskilled labour, may limit major industrial projects to those which are oil-based and capital intensive. This does not mean, however, that there will not be a number of other smaller industries established to serve the home market.

To sum up, if you are a good salesman with a good product you will do good business here now and will continue to do goood business in the years ahead. But Kuwait is a tough market, strictly for professionals.

Pictured about to board a Middle East Airlines' Comet 4C are (from left to right) Mr. H. Porter, sales director of Motherwell Bridge and Engineering Co. Ltd., Mr. A. White, senior executive of Babcock & Wilcox (Operations) Ltd., Mr. C. Lennox, a senior executive of David Brown Gear Industries Ltd., Mr. P. Procter, technical sales manager of Flight Refuelling Limited, and Mr. I. M. Mackaoui, senior executive of Perkins Engines Limited. They are part of a British trade mission which recently visited Saudi Arabia and Kuwait. Mr. Porter was the leader of the party.

Prime Minister's ten-point expansion of 'Back Britain' movement

SUPPORT FOR THE 'Back Britain' movement and a ten-point outline of how it should be expanded was given by Mr. Harold Wilson, the Prime Minister, in a speech at Burnley on January 8 during a tour of the industrial North-West.

The Prime Minister said: 'We all support the "Back Britain" movement and everyone will welcome the wide response of these past few days. Now its purpose needs to be extended so that everyone, whatever his or her individual circumstances, can do something for Britain. And this means doing something positive, not complaining that the other fellow isn't pulling his weight. It is only too easy for trade unionists to point to the failures of individual employers, or for management to find fault with the trade unions. What we want is "Back Britain" not backbiting.

'Everyone wants to help. Some people are sending money to the Chancellor, large sums and small sums, and all inspired by the same desire to do something for Britain; to rid us of debt; to join in. These are wonderful gestures; but the real answer must come from the determination to improve the power of our Nation to produce more and pay our way.

'And in practical terms – this is what Backing Britain means:

The Government. Your Government are confining the growth of public expenditure within the limits of what we are earning as a country. We accept the responsibility of managing the economic affairs of the country on a basis of a sound balance of trade and payments, of full employment, with very special emphasis on areas where work is urgently needed, and on the basis of justice between man and man.

Exports. Every exporter must go all out for orders, charging the price that brings the best return to the country and then go flat out to meet that price, the delivery date and to provide everything needed in after-sales service.

Boardrooms. This must be the responsibility of every board of management. The Agenda for every directors' meeting should begin with an item asking 'Are we doing all we can for export, for Britain, for replacing with home production goods we have been too prone to buy from abroad'. And every TU branch meeting and shop stewards' committee should show the same sense of priority.

Non-Exporters. Every firm with something worth selling should ask whether someone, somewhere abroad is not ready to buy it. And if the answer is 'Yes', or might be 'Yes', go and get advice from all those in Government, industry and commerce ready to launch them on the export tide.

Factories. Every factory should set up an Export Committee to ensure that orders are sought, won and fulfilled. Workers have the right, for Britain, to be satisfied that managements are doing everything they can for export to make constructive suggestions for getting the output. The best managements will welcome it. Many are doing it now. And management has equally the right to use these committees to insist on the efforts and the deployment needed to get the production and meet orders on time. Let us not hear that this is interference in management. This is 1968, with the challenge and opportunities of 1968. Not 1868.

Labour. Every restrictive practice to be critically examined and broken down. Willing acceptance of trainees. The test must be Britain's need for skill, for production, not the protective mechanisms of a time-encrusted rule-book.

Machinery. Management should scrap old and uncompetitive machinery with old and uncompetitive industrial methods and attitudes. And since our task is to shift resources from home consumption to export, we need to make the fullest use of the resources we have. Expensive machines don't need to knock-off after a single shift: many of our industries lag behind their foreign competitors in failing to work the machines two and three shifts.

Prices. As a result of devaluation a lot of prices are bound to rise. The most welcome response to the 'Back Britain' call has been the decision by a number of firms as a result of initiatives by their staff, to reduce price increases, to cancel intended price rises or, indeed, to cut prices. This action is of the most direct relevance both to our ability to take advantage of export opportunities and of capturing our own domestic market from the foreign exporter. Prices should be raised when, and only when, increased costs, due to dearer and irreplaceable imports, make this inevitable. And even then, where higher capacity-working reduces unit costs these should be thrown into the calculation on the other side.

Buyers. In addition to the utmost vigilance and resistance – yes, and publicity too – by buyers to unjustified price increases, every buyer will wish to buy a British product wherever it is comparable in price and quality. And management will wish to see that the British goods are there, capital goods capable of doing the job, consumer goods that meet what the shopper has the right to ask for in design, style and durability.

Speaking for Britain. We must not only succeed in these tasks. We must talk success. There is too much knocking of Britain and Britain's achievements – in Britain and, more seriously, out of Britain. Let us keep our political differences for the home market – these are exports we can dispense with – and settle them in Parliament and through our free electoral system. Our exporters, and those who stand behind their efforts in industry and commerce, need and deserve our backing abroad. Those who travel abroad, those who can contribute to the evaluation which the world makes, of Britain's efforts and achievements have a special responsibility. And through 1968 it is the job of everyone of us to see they have a success story to sell, and that they sell it.

'These are some of the things that Backing Britain means', Mr. Wilson said. 'Many will think of other distinctive ways of making their contribution for Britain. And we shall examine every suggestion put forward. This isn't a job for the Government alone, or even mainly for the Government. It is a job for everyone – in industry, trade and commerce, and in the ordinary life of each one of us as citizens and consumers, and in our family life. It is the spirit that matters. Less emphasis on demanding and taking, much more on offering and contributing. This is the way to approach incomes, prices, profits, dividends – everything affecting our economic life.

'Five girls recognized the need for individual responsibility and personal involvement. And this evoked a nation-wide response from many who had themselves been asking what they could do for Britain. Now the message is that self, and individual self-seeking, must give place to the task of putting Britain first.'

Mr. Wilson to visit USSR and North America

IT WAS ANNOUNCED from 10 Downing Street on January 5 that Mr. Harold Wilson, the Prime Minister, has accepted an invitation from Mr. A. N. Kosygin, Chairman of the Council of Ministers of the USSR, extended during Mr. Kosygin's visit to this country in February 1967, to visit Moscow as a guest of the Soviet Government. He will travel to Moscow on the morning of January 22 and stay until the evening of January 24.

Mr. Wilson will visit Washington on February 8 and 9, where he will meet President Johnson for a personal exchange of views on the international situation. He will then go on to Ottawa to meet the Canadian Prime Minister.

British export prices in the USA following devaluation

LAST WEEK's issue of the *Board of Trade Journal* re-emphasized various points on post-devaluation pricing policy for United Kingdom exporters following criticism in the *Wall Street Journal* that some United Kingdom manufacturers were not reducing their prices to North American customers.

Lord Brown, Minister of State, Board of Trade, has now sent the following letter to the *Wall Street Journal:*

'I write, as a British Minister carrying a special responsibility for exports, in response to your article which implies criticism of many British companies because they have not reduced their dollar prices in the United States market since devaluation. When a country devalues, it is natural for commentators abroad, in explaining the effects in their own countries, to say that its exports will be cheaper. It would, however, be naive, and bad economics, to suppose that *all* its exports will fall in price to the extent of the devaluation.

'To start with, almost all our exports have some import content and the devaluation itself by raising our import prices adds to some extent to our export costs. We have also cancelled our export rebate.

'Secondly, a country's export goods are not all equally competitive in foreign markets. Our exports range all the way from goods which were already fully competitive at the old rate of exchange to goods which can only just be sold profitably at the new rate.

'Where goods were already competitive at the old rate, it is certainly true that our suppliers have the opportunity now to try for greater sales volume at lower prices and where production capacity is available, this is happening. I am sure that our suppliers will seize opportunities to expand their sales, whenever they can. Even in this situation, however, there may be difficulties about increasing the supply of goods, particularly in the short-term, and it may be legitimate and economically sensible to add to profits in order to provide capital for expanding output.

'Some goods were only being sold abroad before devaluation at very low rates of profit and the incentive to increase or even maintain these exports was therefore lacking. At higher sterling prices made possible by devaluation our exporters may now expect to make a normal and reasonable profit while remaining competitive. This will create a strong selling incentive which, I am sure, will lead to a more vigorous marketing effort.

'At the extreme, goods could not be sold at all at the old sterling prices but by taking full advantage of the devaluation it will now be possible for exporters to enter your market for the first time and add to the range of our goods in your stores.

'Surely any competent economists will agree that the opportunity offered to our exporters by devaluation will produce quite different pricing strategies from each company according to their differing circumstances. Without taking account of its particular circumstances it does not make economic sense to criticise any particular company simply because it has not reduced prices by the amount of the devaluation.

'Thus, there is nothing economically, commercially or morally wrong or unusual about increasing the sterling prices of many British exports. Devaluation certainly does not mean that the rest of the world should expect Britain to sell her goods for less than they are worth in fair competition with the goods of other nations. Indeed, if we were to do so, this would be contrary to acceptable commercial practice and might be a legitimate source of complaint.

'Having said all this we should not lose sight of the fact that there have already been some very significant price reductions in major British exports to the United States varying from cars through machine tools to aircraft. I am confident that devaluation will give the stimulus and encouragement our exporters need and I look forward to British industry being regarded by United States buyers as a competitive source of supply across the board.'

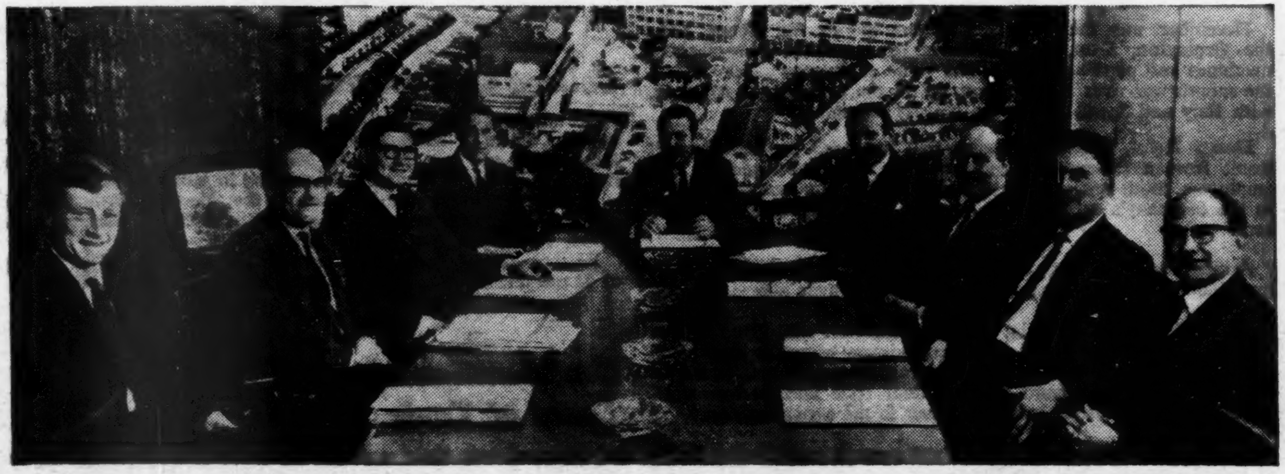
Higher exports through devaluation

BELOW IS A selection of messages sent to the *Board of Trade Journal* from United Kingdom firms who are aiming to achieve higher exports in 1968 as a result of devaluation:

New Year export sales prospects for **Short Brothers and Harland's Skyvan** light transport aircraft are seen as 'very promising' by Mr. Douglas Scoffham, the company's sales director. Commenting on the outlook for 1968 he said: 'One reason for the aircraft's rising export potential is devaluation, which reduces its price in dollar countries by about 7 per cent. Another factor is the extremely promising performance revealed in the past fortnight by the first Skyvan to fly with Garrett turboprop engines.'

A 53 per cent increase in export orders for the month of December – the month after devaluation – has been announced by **British Lighting Industries,** lighting equipment subsidiary of **Thorn Electrical Industries.** They sell lighting fittings and allied equipment to countries all over the world, but one of their prime targets is Europe, which accounted for nearly 50 per cent of the increase. Export director George Leaf commented: 'I am delighted that we have succeeded in achieving such a spectacular increase in overseas orders since devaluation. Although devaluation provided the opportunity and challenge, I can't emphasize too strongly that

(Continued on next page)



A big drive to increase exports will follow a special meeting held last week at the Napier Street, Sheffield, offices of 'Eclipse' tools manufacturer, James Neill & Co, (Sheffield) Ltd., whose exports already account for approximately 50 per cent of their total sales. The meeting, attended by the company's team of export sales managers, was called by J. Hugh Neill, managing director, to hear reports on the effect of devaluation on the overseas sales prospects for 'Eclipse' tools and to plan increased sales effort in markets where favourable opportunities exist.

HIGHER EXPORTS THROUGH DEVALUATION, *continued*

keeping our prices pegged was a major factor. Our decision not to uplift prices has produced a most encouraging response from our overseas customers.'

Newman Industries Ltd., the Bristol-based electric motor manufacturer, has reached a distributor agreement with A.S. Elektrisk Bureau, Oslo, for the sale of industrial electric motors throughout Norway, which is planned to bring £100,000 worth of extra export business in the first year. The agreement became effective on January 1. Commenting on the overall effects of devaluation on the company's export position, Mr. S. C. Tutton, general sales manager said: 'Flexibility in export pricing – always our policy – means that we can take full advantage both of the immediate devaluation situation – that is before the negative effects of higher costs are felt – and of the long-term benefits. We are using devaluation to help regain business in certain countries where it has been lost to foreign competition, and elsewhere to restore our profit margins to some extent.'

A record year for dollar earnings is still expected in 1968 by **J. Davy Car Hire Ltd.** despite the new United States overseas travel curb. The full benefits of devaluation have been passed to J. Davy's overseas agents and a recent North American sales tour by J. Davy Car Hire's managing director, Mr. Peter Jordan, has resulted in record United States and Canadian bookings.

Stone-Platt Industries Ltd., whose Lancashire and Yorkshire factories have exported textile machinery to the value of £65 million in the past three years, have announced an important new agreement, which it is anticipated will lead to substantial new exports to the United States. This agreement has been signed with Crompton & Knowles – one of the leading American textile machinery companies – which will now sell and service the Stone-Platt cotton spinning range of machinery throughout the United States. This range of plant is largely complementary to that manufactured by Crompton & Knowles, which specializes in looms, finishing machinery and also non-woven machines.

Mr. John R. Nixey, export sales manager of **Tempair**, the Maidstone-based air-conditioning company, who received the MBE in the New Year's Honours List for services to export, said that since they started exporting their range of packaged air conditioners eight years ago they have established themselves in 63 markets overseas. Today 82 per cent of production is exported. The past 12 months have been particularly successful. Commercial exports rose to almost double the figure of the previous year, despite unrest in the Middle East. 'We hope 1968 will prove to be even more successful,' said Mr. Nixey, who left on January 5 on another round-the-world selling trip taking in the Middle East, the Far East, Australia and Fiji.

December was the best ever export month for **Cimex Ltd.,** the Orpington, Kent, manufacturers of industrial floor-cleaning machines and plastic products. The value of oversea orders during the month was over 100 per cent up on the average for the year, with Italy and South Africa the biggest customers.

Dowty Rotol, Cheltenham, state that increased productivity will result from a far-reaching agreement between management and employees. With full order books this is of paramount importance to the company's exports which are now running at over 40 per cent.

Approximately 11 per cent of devaluation is being passed on by **Bond Cars Limited,** of Preston, Lancs, to their overseas customers in those countries which have not devalued their own currency. Mr. T . S. Gratrix, managing director, said: 'We believe that we are giving at least as much, or even more, in respect of devaluation than any other British car manufacturer, and feel confident that, apart from its individual style and performance, our new 2 litre is better value than ever in the export market.'

Rentokil Laboratories Ltd., the pest control organization based at East Grinstead, state that they are maintaining the prices of all their products for export at pre-devaluation level, in spite of increased costs. Last year the company exported rodenticides, wood preservatives and insecticides to 65 overseas countries. The group's pre-treatment subsidiary, **Celcure Ltd.,** exported over 60 per cent of their chemicals.

Goblin Electric Appliances Limited, manufacturers of a wide range of domestic appliances, have announced a policy of price-pegging and price reductions throughout their range. Mr. David Johnston, managing director, commented: 'Goblin are proud to be associated with the current "Back Britain" campaign. We hope that other British companies will follow our lead.'

The **British Jewellery and Gift Trade Centres** and the **Jewellery Trade Centre Export Group** have sent a New Year cable to the Prime Minister which says: 'From today half-an-hour extra work daily without pay pledged by staff and management.' Mr. Norman Shine and Mr. Peter Younger, directors, said: 'We think that Britain needs a bigger effort from everyone, if we are going to survive. It is time that the people themselves did something to revive our national spirit. If every industry and trade association followed suit, we are sure that this country could stand on its own feet again at the end of 12 months.'

Maclaren & Sons, Croydon publishers of 13 trade and technical journals, announced that it has donated free advertising space in all of its journals for the 'Back Britain' campaign. Mr. John Copeman, managing director, has suggested to the PPA (Periodical Proprietors Association) that its other members should follow their lead.

President's address to American Chamber of Commerce

As THE *Board of Trade Journal* went to press on January 9, it was anticipated that the speech which Mr. Anthony Crosland, President of the Board of Trade, would make at the luncheon of the American Chamber of Commerce in London on January 10 would deal with the effects of the Kennedy Round tariff cuts, the effects of devaluation and the measures proposed by the United States Government to the arrest their deteriorating balance of payments position.

Industrial Society to run campaign

MR. EDMUND DELL, Parliamentary Secretary to the Department of Economic Affairs, visited the Surbiton offices and Havant factory of Colt Heating and Ventilation on January 8 to have discussions with both workers and management on the 'Back Britain' campaign they have initiated.

The running of the campaign was, with the encouragement of the Department of Economic Affairs, taken over on January 9 by the Industrial Society, which is setting up a separate organization under Mr. Mark Wolfson.

College of Management Conferences

A CONFERENCE on 'Law and the European Community' will be held by the College of Management at the Kensington Palace Hotel on January 22 and will cover the main aspects of the Law of the European Economic Community relating to business transactions.

'Business Planning and Taxation' is the title of a further College of Management conference to be held at the Great Western Royal Hotel, Paddington, on January 30 and 31.

Further details from the Administrative Secretary, The College of Management Ltd., 35 Great Peter Street, London, S.W.1.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) Trafalgar House Investments and Trollope & Colls Ltd.
(2) Bass Charrington Ltd. and William Stones Ltd.

Resale Prices Act 1964, list of classes of goods

THE Registrar of Restrictive Trading Agreements in pursuance of sub-section (4) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods of which particulars are entered in the register kept by him under that section:

	Brussels Nomenclature
Non-sterile surgical sutures of silk, linen, cotton, man-made fibres or steel wire	50.08 51.02 54.03 54.04 55.05 55.06 59.04 73.14 73.15 90.17

Interpretation

Where a heading of the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070) (commonly known as the Brussels Nomenclature) is specified in relation to any class of goods that class does not comprise goods which do not fall within the heading specified, having regard to the rules and notes for the interpretation of the Nomenclature.

Amendment to the Merchandise Marks (Imported goods) No. 7 Order 1934

THE MINISTRY of Agriculture, Fisheries and Food has announced that an amendment to the Meat Marking Order 1934, which comes into force on March 20, 1968, will permit all meat and edible offal, when sold or exposed for sale in pre-packed form, whether by wholesale or by retail, to bear the required indication of origin clearly and conspicuously marked in letters of not less than one-eighth inch in height, provided that the net weight of the meat or edible offal in the container or package does not exceed 4 lb. at the time of sale or exposure for sale. In addition, for all pre-packed meat it will permit the indication of origin to appear, in the prescribed size of lettering, on each container or package of meat.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during December in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Deletion

Manchester & Liverpool Industrial Securities Limited,
Dennis House, Marsden Street, Manchester 2.

Change of address

Investment & General Management Services Limited,
4/5 Copthall Court, London, E.C.2.

Change of name

The name of Oceanic Securities Limited has been changed to Marylebone Securities Limited.

Exempted dealers

Changes of address

Burston, Howard de Walden & Co. Limited,
41 Moorgate, London, E.C.2.

London Indemnity & General Insurance Company Limited,
Fenchurch House, 5 Fenchurch Street, London, E.C.3.

Changes of name

The name of Chapter Investments Limited has been changed to Chapter Insurance Agencies Limited.

The name of The Rhodesia Railway Trust Limited has been changed to Charter Consolidated Investments Limited.

Mr. Ray Gunter speaks at management training conference

HIS OWN 'personal interest in management training' was emphasized by Mr. Ray Gunter, Minister of Labour, in his speech on the second day of the Study Conference on the Central Training Council Report. The Conference on the report – entitled 'An approach to the training and development of managers', was held in London on January 3 and 4.

Application for anti-dumping duties on domestic electric refrigerators

THE BOARD OF TRADE gave notice on September 8, 1967 that they were considering an application for the imposition, under the Customs Duties (Dumping and Subsidies) Act 1957, of anti-dumping duties on imports of domestic electric refrigerators from Italy.

The Board of Trade have informed the applicants and the foreign suppliers concerned that, after a full investigation, the Board are satisfied that these imports were not taking place at dumped prices prior to the devaluation of the pound sterling in November 1967.

The Board have not yet completed their investigations of the subsequent position and of the part of the application regarding subsidisation. A further announcement will be made when these investigations are completed.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 26, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
27.03	Peat (including peat litter), whether or not agglomorated . . .	Peat (spagnum moss) .	September 5, 1968	9921
28.48	*tri*Aluminium sodium tetradecahydrogen octa-orthophosphate	As in previous column .	December 31, 1968	5034
29.01	Biphenyl . . .	Diphenyl	May 2, 1968	13007
	2-Methylpentane . .	2-Methyl pentane . . 99% (iso-hexane)	December 31, 1968	13120
	Undecane	n-Undecane . . .	December 31, 1968	13119
29.30	Hexamethylphosphoramide	Hexamethyl phosphoramide	December 31, 1968	1193
29.31	Tolnaftate . . .	*O*-2 Naphthyl N-methyl -m-Tolylthiocarbamate	December 31, 1968	13117
83.13	Tinplate caps for sealing jars, of an internal diameter on the rim of not less than 2·001 inches and not more than 2·031 inches and a depth of not less than 0·430 inch and not more than 0·440 inch stamped from tinplate of nominal thickness of 0·0077 inch or of 0·0060 inch, with an internal curl, a vinyl coating applied to the internal surface and a plasticized lining compound deposited on the internal side wall and top sealing panel to form a sealing gasket	Tinplate caps with side wall sealing gasket	December 31, 1968	9400

Imports of bananas from the Dollar Area

THE BOARD OF TRADE, in Notice to Importers No. 1208, have announced that the quota for imports of bananas from the Dollar Area during the 12 months from October 1, 1967, is at the unchanged level of 4,000 tons.

Any importer may submit an application on producing written evidence of a contract with an overseas supplier which is firm (subject only to the issue of an import licence) and which provides for bananas to be delivered by September 30, 1968. As before, licences are being issued on a first-come, first-served basis – within the limits of the quota – and they will be valid for three months only in the first instance.

All applications should be made on form ILB/A and addressed to the Board of Trade, Import Licensing Branch, 1 Victoria Street, London, S.W.1, enclosing the necessary evidence. Page 1 should be completed; on page 2, only the desired amount of the licence, in tons, need be stated; on page 3 and copies, the applicant's name and address and the description of goods (fresh bananas) should be entered.

The Dollar Area comprises: Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

Arrangements for imports of cotton textiles in 1968

THE BOARD OF TRADE, in Notice to Importers No. 1209, dated January 11, 1968, have announced that the general arrangements for the import of cotton textiles set out in Notice to Importers No. 1155, as modified by the terms of Notice to Importers No. 1170, will continue to operate in 1968, subject to the following changes, effective from January 1, 1968.

(a) All quota levels will be increased by 1 per cent over the 1967 level.

(b) The global quota will be allocated to importers who qualified for licences under the 1966 and 1967 arrangements. It is not possible to guarantee that the 1 per cent increase will be reflected in each individual licence.

(c) Supplying countries are being asked to co-operate in a scheme to avoid over-licensing by issuing Country Quota certificates on a consignment basis only and relevant import licences will be in corresponding detail.

(d) Each Country Quota import licence will be retained by Customs after clearance of the consignment.

(e) Import licences issued against Country Quotas will initially be valid for three months.

(f) If, for exceptional reasons, transfer of a global quota entitlement from one licence-holder to another is required, application must be made to Import Licensing Branch. If the transfer is permitted, the recipient of the transferred licence will not acquire a larger future entitlement thereby and, moreover, the Board reserve the right to take this into account when deciding the original licence-holder's future entitlement.

(g) Replacement licences in respect of goods originally ordered and licensed for home retention but subsequently re-exported will be made available for the same quantity and category of cloth from the original supplying country only.

Licensing arrangements in respect of imports from Hong Kong and India will continue as in 1967, subject to the 1 per cent increase in quotas.

Consideration is currently being given to a scheme which will simplify the control arrangements in respect of Country Quota licensing and reduce the danger of the over-issue of quotas by supplying countries. The scheme is subject to discussion with supplying countries and an announcement will be made later in the year if satisfactory agreement is reached with them.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

BNEC market survey on power equipment

THE BRITISH National Export Council, Export Council for Europe, is sponsoring a market survey on power equipment in Denmark and Finland which will take place in January and the early part of February. The report of this survey will be available to the power industry when completed on application to the Chief Executive, The Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1, or The Information Department, British Electrical and Allied Manufacturers' Association, 8 Leicester Street, London, W.C.2.

Record £800 million export business for British insurers

FIRE AND accident premiums earned overseas by British insurance companies in 1967 will have topped £800 millions for the first time, even without allowing for the effect of devaluation, says the British Insurance Association. An increase of at least 5 per cent is likely on last year's total of £777 millions.

Overseas earnings on this business and on the companies' head office portfolios of overseas investments are currently believed to be running at a rate of about £70 millions per annum.

BIM guide to overseas investment

BECAUSE OF THE continuous interest in overseas investment displayed by its members, the British Institute of Management formed a working party, drawn from member companies experienced in overseas operations, to prepare a practical planning guide for manufacturers contemplating investment abroad.

The resulting report 'Overseas Investment – A Guide to Planning for United Kingdom Manufacturers' was published on January 5 as a booklet. It deals with the alternatives to be considered, the studies which need to be completed, and the financial and other risks which have to be assessed, before board decisions are taken to set up an operation overseas.

The report is designed, says the institute, for those many companies which have had limited experience in the planning process prior to investment decisions. It makes clear that such decisions are not just a question of choosing a promising venture. Studies must be made of its feasibility, the form of company to be set up to manage it, the sources of finance which can be tapped, and the likely effects of overseas taxation: all these matters must be studied if profitability to the investing company is to be maximized and risks minimized.

Export gift trade mission to United States

ON FEBRUARY 15 the Gift Trade Centre Export Group leaves for an extensive coast-to-coast sales mission to the United States. The mission, comprising a full team of senior sales girls, three executives (Mr. Peter Younger, director Mr. Larry Cohen, and Miss Carol Knight) and the Centre PRO (Miss Juliet Redgrave), will be away for a total of 36 days.

Over 40 giftware manufacturers will be showing their products at the trade shows. Ten jewellery manufacturers will also exhibit their ranges. Companies who do not wish to attend the shows in person will be represented by the GTC staff on a similar basis to last year's Copenhagen Trade Fair. The mission will be supported by the Board of Trade.

The mission will be extensively publicized in the United States and will be followed, throughout the coming months, by further drives to boost the giftware manufacturing industry abroad. The GTC Export Group has a particularly full diary on behalf of its members and is planning selling missions to South Africa, Italy, Switzerland, Denmark and to re-visit America in mid-summer. For 20 weeks in the first six months of 1968 the Export Group will be away helping to sell British goods overseas.

GATT Trade Centre publishes study on the market for cottonseed oil

THE GATT International Trade Centre has just released a study in depth on 'The Market for Cottonseed Oil in Five European Countries and Japan'. Initiated at the request of Nicaragua, a cottonseed and cottonseed oil exporter, the Centre study concentrates on the markets for crude and semi-refined cottonseed oil in the five major Western European importing countries – the United Kingdom, Belgium, the Netherlands, the Federal Republic of Germany and Sweden – and for refined oil in Japan. Together these countries account for more than half of total world imports of these products.

The study analyzes the characteristics of the market of the six countries, subjecting each to a detailed examination covering imports, consumption and usages, domestic crushing and defining capacity, import channels, commercial practices and regulations, and the outlook for cottonseed oil on the individual markets. A separate section details the recent tariff changes by the European Economic Community in respect of imports of cottonseed oil.

Requests for the market survey in English, French or Spanish should be sent to the GATT Secretariat, Villa Le Bocage, Palais des Nations, 1211 Geneva 10, Switzerland. Free of charge to governments, government bodies and *bona fide* traders in developing countries, the report costs $5.00 or Sw F 21.00 for purchasers in developed countries.

The International Trade Centre of the GATT was created in 1964 to assist the developing countries with the promotion of their exports. This it does by operating free, for developing countries, a market information service (of which this study is the latest publication), export promotion training schemes and a trade promotion advisory service; plus a publications programme, including the journal, the *International Trade Forum*.

GATT and UNCTAD International Trade Centre

THE Secretary-General of UNCTAD Dr. Raul Prebisch, and the Director-General of GATT Mr. Eric Wyndham White, have announced that the General Assembly of the United Nations and the Contracting Parties to the General Agreement on Tariffs and Trade have decided to integrate, with effect from January 1, 1968, the activities and resources of UNCTAD and GATT in the field of export promotion assistance for the developing countries through a jointly operated International Trade Centre.

The Centre's services during 1968 will initially be based on the programme and facilities of the existing GATT International Trade Centre, which for the last three and a half years has been providing developing countries with information on export markets and marketing, helping them develop their export promotion services, and train the personnel needed for these services. The programme will incorporate UNCTAD's activities in the field of export promotion projects financed under United Nations technical co-operation programmes.

It is envisaged that, in accordance with the recommendations of the governing bodies of GATT and UNCTAD, a jointly Advisory Group of trade promotion experts from governments will be established to review the activities and future work programme of the Centre annually. The first meeting of the Group will take place in the spring of 1968 and will consider the programme of the Centre for the period after 1968.

The new Centre is a part of the co-ordinated efforts being made to help the developing countries under the aegis of the United Nations Export Promotion Programme, in which UNCTAD and GATT are participating organizations. In appropriate cases arrangements will be made for the joint operation of projects by the Centre and other bodies participating in the United Nations Export Promotion Programme.

The Director-General of GATT and the Secretary-General of UNCTAD have agreed on arrangements for the direction and administration of the Centre for 1968 and have decided that Mr. H. L. Jacobson, presently Director of the GATT International Trade Centre, will continue to direct the joint Centre.

Inquiries about the Centre may be addressed either directly to the Director, International Trade Centre, Villa le Bocage, Palais des Nations, 1211 Geneva, 10 or alternatively to Mr. G. Wilcock, United Kingdom Liaison Officer to the International Trade Centre, R.461, Board of Trade, 1 Victoria Street, London, SW1.

COI Director-General visits Tees-side

SIR FIFE CLARK, Director-General of the Central Office of Information, spoke to Tees-side industrialists and editors about the COI's overseas services in support of export promotion, and the need for still closer collaboration with industrial firms and associations, at a reception at Wilton Castle arranged by Imperial Chemical Industries on January 4. This discussion followed a tour of new projects, by light aircraft and by road, between Darlington and the Tees mouth. Sir Fife Clark was accompanied by Mr. A. A. McLoughlin, Chief Regional Officer, COI, and Mr. R. T. Childs of the Tees-side Industrial Development Board. During his tours Sir Fife Clark visited the Tees-side airport at Middleton St. George; the Egglescliffe Industrial Estate (the Tennet Group Limited, Stockton); the Chrysler Cummins factory at Darlington; the Davy-Ashmore Co. Ltd., Stockton; the Tees and Hartlepools Port Authority port radar operations room and Tees Dock; the new Dorman Long plate mill at Lackenby; and the ICI works at Wilton.

New factory for Arbroath

A YEAR of exciting progress in Arbroath has been capped off with the Panmure Tool and Engineering Company Ltd. having now reached agreement with the Board of Trade and Scottish Industrial Estates Corporation for the construction of their new factory of 12½ thousand square feet at Arbroath, probably on the Elliot Industrial Estate, says the Provost, R. R. Spink.

He added: 'I welcome this development in Arbroath and offer my sincere congratulations to this very enterprising firm who only a few years ago started business in Arbroath. Their progress is indeed a great achievement for both management and employees. I am quite confident in their ability to expand as now planned and to be able to attract the necessary labour force back to Arbroath. There is no question of delay in the provision of houses for workers for this or any new or expanding industry in Arbroath. The Town Council have agreed that houses will be immediately available for all incoming workers.'

British Commercial Representatives Overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on December 8, 1967, should be amended as follows:

BOLIVIA – *amend* telephone number to read '29400 and 29404'.

CANADA – Toronto: *amend* telex number and answer back to read '(Telex 206-02-29531 a/b UKREP TOR)'.

KUWAIT – *amend* address of British Embassy to read 'Kuwait Investment Company Buildings No. 6 (5th Floor)'. The PO Box number and other details are unchanged.

LUXEMBOURG – *amend* address and telephone number of British Embassy to read '28 Boulevard Royal, Luxembourg (Tel. 2.98.64/5 and 2.37.34)'.

MALAYSIA – Jesselton: *delete* the word 'Jesselton' in the heading and the address and *substitute* 'KOTA KINABALU'.
– Kuching: *amend* telephone number to read '24221'.

MONGOLIA – *delete* 'Mr. N. H. Marshall, Chargé d'Affaires (*ad interim*)' and *substitute* 'Mr. O. Kemp, OBE, HM Ambassador'.

SWITZERLAND – Geneva: *amend* telex answer back to read 'a/b 22956A (or B) UKGV.CH'.

UNITED ARAB REPUBLIC (Egypt) – *delete* 'The Canadian Embassy, British Interests Section' and *substitute* 'First Secretary (Commercial), British Embassy'.

UNITED STATES – Washington: *amend* telephone number to read '462-1340'.
– New York: *amend* telephone number to read '752-8400'.
amend name of ECGD representative to read 'J. H. Hall'.

YUGOSLAVIA – Belgrade: *amend* telephone number to read '645-055'.

Aviation and Shipping

Investment grants for new ships

IN THE LIGHT of experience in dealing with claims and inquiries relating to investment grants for new ships, Mr. Anthony Crosland, President of the Board of Trade, has decided that certain types of case shall in future be subject to special scrutiny.

This scrutiny will apply to all cases involving the acquisition of a new ship by a company controlled by persons resident outside the United Kingdom which: (i) was incorporated in Great Britain on or after January 1, 1963; (ii) commenced active shipping business on or after that date; or (iii) passed into the control of persons resident outside the United Kingdom on or after that date.

In all such cases the Board of Trade will wish to be satisfied that, in addition to meeting the standard requirements applying to all ships under the scheme, the transaction taken as a whole will not be detrimental to the balance of payments in the short term.

Many transactions of this kind will, in any event, require Exchange Control consent (e.g., for permission to borrow abroad); in such cases the Board will require an applicant to seek Exchange Control consent before they are able to indicate whether or not an investment grant would be available. In cases which fall within this new procedure, but for which Exchange Control consent is not required for any part of the transaction, the Board of Trade will consider in consultation with the Treasury the effects of the transaction on the balance of payments. They will take into account the same factors as are normally considered in Exchange Control cases. If they consider that the transaction would be detrimental to the balance of payments in the short term, no investment grant will be made in respect of the ship in question.

This new procedure will not be applied by the Board of Trade to any case where a firm contract for a new ship has been placed before January 8, 1968. If, however, a company which has placed such a contract requires and has not obtained Exchange Control consent, such consent must still be obtained in the ordinary way.

Notes:

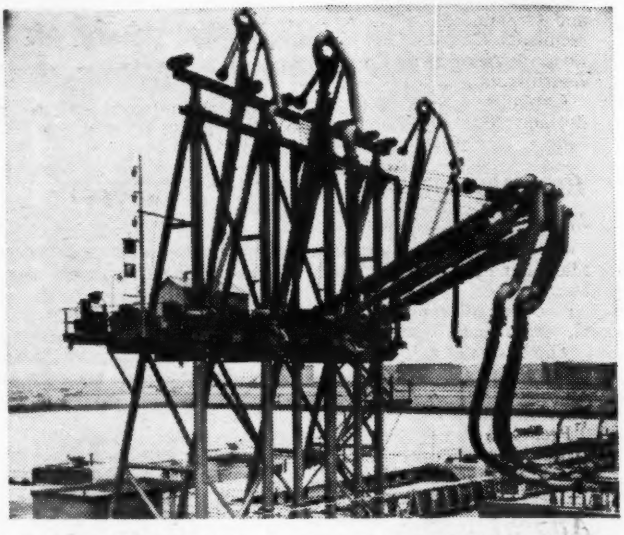
The Board of Trade have power to make investment grants on new ships under Section 5 of the Industrial Development Act, 1966.

To qualify for a grant a ship must be: (a) registered in the United Kingdom under Part 1 of the Merchant Shipping Act, 1894; (b) 100 tons gross tonnage or over; (c) self-propelled.

To be eligible for grant the shipowner must be: (a) resident in Great Britain for tax purposes; (b) a body corporate incorporated in Great Britain, a United Kingdom citizen or a partnership consisting entirely of United Kingdom citizens.

The Northern Ireland Government have power to make investment grants on new ships under Section 6 of the Industrial Investment (General Assistance) Act (Northern Ireland), 1966. The Board of Trade are advised that the Ministry of Commerce, Northern Ireland, will apply a similar scrutiny in the case of applications for investment grants for new ships made by companies incorporated in Northern Ireland on or after January 1, 1963, where such companies are controlled by persons resident outside the United Kingdom.

Under both grant schemes the standard rate of grant in new ships is 20 per cent. At present a temporarily increased rate of 25 per cent is in force. This applies to expenditure incurred between January 1, 1967, and December 31, 1968, inclusive.



Work is nearing completion on the erection of British oil-handling equipment on Das Island off the coast of Abu Dhabi. Supplied by Woodfield Rochester, one of the industrial subsidiaries of the Charterhouse Group, the equipment comprises four 16-in. flow booms each capable of loading approximately 5,000 tons of oil per hour and articulated to enable connection with tankers from 5,000 to 200,000 tons dw. It has been ordered on behalf of Abu Dhabi Marine Areas by British Petroleum. The Das Island units are similar to those installed recently by Woodfield Rochester on BP jetties at Rotterdam's Europoort and at Skarvik in Sweden. The total value of the three orders is £½ million.

Meteorological awards for merchant seamen

THE DIRECTOR-GENERAL of the Meteorological Office, Dr. B. J. Mason, FRS, has selected four Merchant Navy officers for special awards in recognition of valuable meteorological work at sea over a period of at least 15 years.

Merchant seamen play an important part in the collection of world-wide weather data, reporting conditions by wireless and keeping meticulous log-books which, when completed, help in the compilation of statistical surveys of the world's weather. There are some 600 British ships scattered across the world making regular weather recordings, in addition to many hundreds of ships from the world's other maritime nations.

Annual awards, instituted just after World War II, are made to officers whose weather reporting has been of a consistently high standard. Because of spells of shore duty or service in ships not on the selected weather reporting list, the 15 years are seldom consecutive; most men receiving the awards have spent the best part of a lifetime at sea.

Dr. Mason presented inscribed barographs to two of this year's recipients on January 4 at the Meteorological Headquarters, Bracknell, Berks. They are Captain K. Barnett, of Beckenham, Kent,

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REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

and Captain C. P. Robinson, of Hastings, Sussex. The other two recipients, Captain Fitch, of Fareham, Hants, and Captain W. F. T. Dan, of West Looe, Cornwall, will receive their awards when they return from sea.

Captains Barnett, Robinson and Dan all work for the New Zealand Shipping Co. Captain Fitch is employed by the Bibby Line.

British firm to carry out Singapore ship repair survey

THE MINISTRY of Overseas Development has appointed P. A. Management Consultants Ltd., to carry out a survey of the demand for Singapore's shipping repair facilities. The survey will be carried out under technical assistance arrangements on behalf of the Government of Singapore.

The main purpose of the survey is to assess Singapore's potential as a service and repair centre for merchant shipping. The consultants will also provide information on which estimates can be based of what additional facilities might be needed.

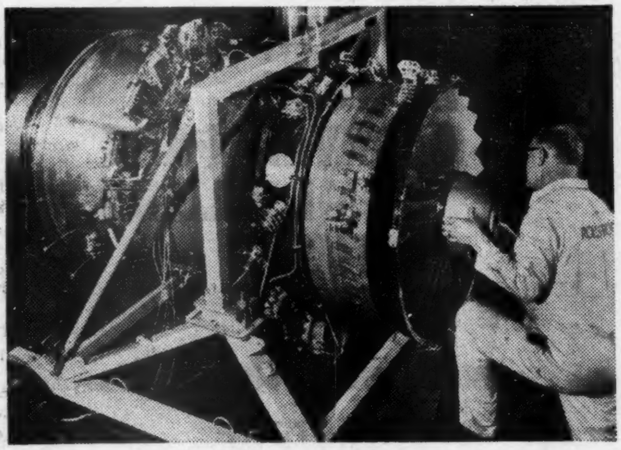
Preliminary research is now being carried out in London and it is expected that the survey will take three months to complete. It will cost £16,000.

Appeal against UK domestic air fares increases

THE BOARD OF TRADE have ordered the Air Transport Licensing Board to re-hear part of a case in which British Eagle International Airlines Ltd. appealed against the amounts by which fares on certain routes between London, Liverpool, Chester and Glasgow were increased as the result of the Licensing Board's decision to align these with fares on parallel routes through Manchester.

The Commissioner appointed to hear the appeal, Sir Ralph Hone, recommended that part of the appeal should be allowed and part dismissed but the Board of Trade considered that the Licensing Board should have an opportunity of examining the implications of the appellant's case further in view of certain anomalies that would otherwise arise.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Civil Aviation 1(c)), Shell Mex House, Strand, London, W.C.2.



The Rolls-Royce Trent turbofan – the first of the company's new generation of three-shaft engines – has made its initial test runs at Derby. Announced in September 1966, the Trent is a 10,000 lb. thrust third generation turbofan and follows the successful Rolls-Royce Conway first generation and Spey second generation engines which currently power a wide range of commercial and military aircraft. This new engine is similar in concept to the Rolls-Royce three-shaft RB207 engine selected to power the European Airbus and RB211 on offer for the Lockheed L1011 and McDonnell Douglas DC-10 aircraft. The Trent has been selected to power the new twin-engined Fairchild 228 short-haul airliner under development in the United States. The Fairchild 228, the fourth Fokker/Fairchild aircraft to be fitted with Rolls-Royce engines, is expected to make its maiden flight in December 1968. The first order for Fairchild 228s was placed by West Coast Airlines of Seattle for service in 1970.

Patents endorsed 'Licences of Right'

THE FOLLOWING patents were endorsed 'Licences of Right' by proceedings under Section 35 of the Patents Act, 1949, on the dates specified.

NUMBER	GRANTEE	SUBJECT MATTER
	November 30, 1967	
949,260	The Champion Paper Co. Ltd.. .	Improvements in method of treating calcium carbonate.
1,024,873	Coal Industry (Patents) Ltd. . .	Improvements relating to liquid pumping apparatus for by-passing the delivery from a pump.
	December 4, 1967	
1,012,476	Gevaert Photo Producten N.V.. .	Silver halide diffusion transfer copying materials and processes.
1,013,343	Gevaert Photo Producten N.V.. .	Silver halide diffusion transfer copying processes.
1,056,286	Societe Des Forges et Ateliers du Creusot.	Power producing installation.
1,062,950	Gevaert Photo Producten N.V.. .	Trimtine dyes.
	December 5, 1967	
980,586	Purmetall, Werner Funke . .	Improvements in or relating to the lining of metallurgical vessels, industrial furnaces or the like.
1,065,557	Societe Nouvelle Des Ateliers de Venissieux.	Railway wagon having articulated sections.
972,081	Rhone-Poulenc S.A.	New phenthiazine compounds.
969,358	Rhone-Poulenc S.A.	A new phenthiazine derivative.
980,586	Irving Air Chute of Great Britain Limited.	Improvements in or relating to parachute rip-cord handles.
886,246	Norman George Collyer . . .	Improvements in or relating to multi-storey car-parks.
	December 6, 1967	
1,014,948	The Champion Paper Co. Ltd.. .	Coating apparatus.
	December 11, 1967	
959,203	A/S Dumex (Dumex Ltd.) . .	Indole derivatives and salts thereof.
968,419	Muanyagipari Kutato' Intezet . .	Ethylene copolymers.
1,105,460	Societe Nouvelle Baele-Gangloff .	Arrangements for conveying containers and like articles.
1,065,799	Societe des Forges et Ateliers du Creusot.	Air cushion vehicles.
1,067,072	Societe des Forges et Ateliers du Creusot.	A shaft output gland of a hydraulic turbine.
1,067,710	Societe Metallurgique D'Imphy .	Plant for reducing metal oxides.
	December 13, 1967	
961,838	Orsymonde	Pharmaceutical compositions containing phlorophenone derivatives.
967,221	Brown, Boveri & Company Limited .	Metalclad electric switchgear.
1,051,720	Northern Electric Company Limited.	Semiconductor device and method of manufacture.
1,030,489	Solvay & Cie.	Internally plasticized and stabilized resin compositions, and packaging manufactured from such compositions.
1,052,761	Solvay & Cie.	Improvements in containers, pipes and like articles for packaging and other purposes.
1,066,397	Mario Ballestra	Improvements in or relating to chemical reactions.
	December 14, 1967	
1,047,872	Philco-Ford Corporation. . .	Semiconductor and other articles.
967,581	John Wyeth & Brother Limited. .	Electrical circuits.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
The Patent Office. *Comptroller.*

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and* 50-year subject matter *file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

ROYAL ORDNANCE FACTORY

PEMBREY, CARMARTHENSHIRE
(580 acres or thereabouts)

WILL BE OFFERED

FOR SALE BY AUCTION

within
the Dragon Hotel,
Kingsway Circle, Swansea
on Thursday,
21st March, 1968
at 2.30 p.m.

with planning approval for

- **GENERAL INDUSTRIAL USE**
- **HOLIDAY CARAVAN PARK**
- **PETROL FILLING STATION**
- **FREEHOLD**

with substantial income from existing leases

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New Books

Ashford Study, by Colin Buchanan and Partners (100 pages. 40s. 0d., by post 41s. 3d. from HMSO and Goverment bookshops). The Ministry of Housing and Local Government commissioned Messrs. Colin Buchanan and Partners to make a study of a possible development at Ashford to provide for a planned intake of 150,000 people over 25 years, and to recommend an area which might be designated under the New Towns Act for that purpose. In their report the consultants have concluded that the project is feasible, but advise further detailed study of the problems involved. To give only one example, social problems would arise in expanding what is, essentially, a small country town to become an integral part of a large new city in so short a time as 25 years. It is suggested that if new development to accommodate the increase in population is undertaken, it should be on land to the south and west of Ashford. In choosing this area the consultants have borne in mind the need to preserve good agricultural land and the scenic and recreational value of the North Downs and Central Weald. An area of about 25,600 acres (or 23,600 acres if part of Ashford Urban District is left out) is designated as the site for the New Town. The consultants consider that the new city would be a sub-regional centre. They say it would be difficult to expand the existing Ashford town centre to serve the sub-region, and a new city centre is advocated to draw off pressure from the existing town for large-scale redevelopment. There is sufficient material for building and the area is a suitable one for industry. There are tables and illustrations in the text and ten folded maps grouped at the end of the study.

Timber Trends and Prospects in Africa: A study prepared jointly by the secretariats of the Food and Agriculture Organization of the United Nations and the United Nations Economic Commission for Africa. (90 pages. 12s. 6d., by post 13s. 3d., from HMSO and Government bookshops). The basic aim of this survey, which has been conducted jointly by ECA and FAO with the assistance of a series of consultants, is to help governments formulate policies and plans for forestry and the wood-products sector. The report summarizes information on forest resources, primary wood-using industries, and the consumption of, and trade in, wood products, and gives an indication of future requirements for these items. Non-wood products obtained from African forests such as cork or arabica gum are not included. The study area is divided into four subregions (Northern, Western, Eastern and Southern), but data is also presented by individual countries, as well as by subregions and on a regional basis. The text is supported throughout by statistical tables.

Production of Fruit and Vegetables in OECD Member Countries. Present Situation and 1970 Prospects. France, Belgium, Luxembourg. Organization for Economic Co-operation and Development. (124 pages. 12s. 6d., by post 13s. 4d., from HMSO and Government bookshops). The lack of information on fruit and vegetable production, processing and demand prospects over the next few years has stimulated the OECD Working Party on Fruit and Vegetables into making a large scale survey on medium term prospects in this area. The survey is based in the main on reports prepared by member countries and subsequently analysed and discussed by the Working Party. When the country reviews have been completed the information collected will be summarized in a general report which will provide an overall picture of the situation and prospects up to 1970. The Organization has however decided to publish the country reports as soon as they have been examined by the Working Party without waiting for the completion of the survey. In addition to the publication noted here, country reports have already been issued for Italy, Portugal and Spain. The layout of each report, which is divided into three parts and a final chapter of conclusions, follows the same pattern. Part I gives an overall view of the situation and prospects up to 1970; part II provides more detailed information on individual products of special importance to the country in question; and the third part presents a details analysis of production and marketing prospects for apples. The conclusions sum up the main features of the situation in the country studied and, subject to the conclusions to be drawn in the general report, give a first assessment of the chances of the intentions and forecasts being realised and the problems they are likely to pose at international level. Statistical data is available in all the reports.

Useful Information for Investing Capital in Italy. Credito Italiano. (149 pages. Available from G. P. Petronio, 158 Fenchurch Street, London, EC3. Free). The object of this publication, which is a revised edition of one issued in 1963, is to supply the main kinds of information which may be needed by anyone contemplating capital investment in Italy. The main sections of the book provide general background information on the Italian economy and the yields from the main forms of investment; summaries of the regulations relating to business enterprises (including company law, the banking system, securities, intellectual and industrial property, taxation), and to foreign investments; details of the special facilities applying to investments in certain regions of Italy. In appendices translations of regulations concerning foreign investment are provided, together with tables showing the fees payable for patents, and for the registration of trade marks and industrial models or designs.

The Trucial States, a Brief Economic Survey, by K. G. Fenelon. (93 pages. Khayats, 92-94 rue Bliss, Beirut, Lebanon. 20s.) Articles on trading prospects for British firms in the seven independent shaikhdoms, lying on the southern shore of the Persian Gulf, known together as the Trucial States appeared in the *Board of Trade Journal* for November 10 and December 1, 1967. Readers wishing to know more of the economic background will find a useful survey in Dr. Fenelon's short book. After a general survey, covering the history and present conditions of the area as a whole, separate sections deal with each of the states in turn. These contain such statistics as are available, and assess the prospects of future development. Particular attention is paid to the place of the oil industry in the economic life of the area. The book concludes with a short bibliography and some maps. It would have been made more useful as a work of reference by the addition of an index or a detailed table of contents; as it is it has neither.

Ports Traffic on Unit Transport Services in Great Britain 1965 and 1966. National Ports Council. (16 pages. 10s., from National Ports Council, 17 North Audley Street, London, W1.) The rapid spread of new handling techniques that are revolutionising the port industry are highlighted in this new publication. It gives details for 1965 and 1966 of general cargo carried in containers or by other unit transport methods via British ports and it shows that the amount of cargo carried in this way increased by over a million tons between 1965 and 1966. The Council's figures, which are estimates made to cover the gap before regular statistics began, reveal that 4,538,000 tons of general cargo were carried on unit transport services in 1966 compared with 3,480,000 in 1965. Of the 1966 total, just over a million tons were carried on roll on/roll off services (e.g. vehicles ferries) and the rest in containers or other forms of unit transport. Any traffic carried on pallets, for which it has not been possible to produce statistics, is additional to these figures (which have been provided by port authorities). Port authorities are co-operating with the Council in providing regular details of unitized traffic from January 1, 1967 onwards. It is proposed to publish these statistics each year in future in the Council's *Digest of Port Statistics*. The object of the present publication is to indicate the position before the systematic production of statistics was initiated.

The World's Great Copper Mines, by B. Webster Smith. (118 pages. Hutchinson. 30s.) A description of the discovery, development and structure of the world's great copper mines. It presents a historical summary of the industry, and describes the geological structure of the mines and the methods used by mining engineers to overcome adversities in making the mines productive. Production figures of all the great mines are given, and a short bibliography is included at the end of each chapter.

Other publications

Directory of British Market Research Organisations and Services, by Max K. Adler. 2nd edition. 84 pages. Crosby Lockwood. 30s.

Hydraulics Research 1966. Ministry of Technology. 106 pages. 11s., by post 11s. 7d. from HMSO and Government bookshops.

International Tin Council Annual Report for 1965-1966. 10 pages. International Tin Council, 28 Haymarket, London SW1. 7s. 6d.

Vegetable Oils and Oilseeds. A Review of Production, Trade, Utilization and Prices Relating to Groundnuts, Cottonseed, Linseed, Soya Beans, Coconut and Oil Palm Products, Olive Oil and Other Oilseeds and Oils. No. 17, 1967. Compiled in the Commodities Division of the Commonwealth Secretariat. 256 pages. Available from the Commonwealth Secretariat, Commodities Division, 10 Carlton House Terrace, London SW1. 40s., by post 41s.

Woman avd The National Market – Domestic Appliances. Fieldwork period April and May 1967. An Odhams Research Project. 88 pages. Odhams Press Ltd., 96 Long Acre, London, WC2. 5 guineas.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Jan. 18	**Miscellaneous stores and machinery including:**	**Sale held at auctioneers' premises**	**Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)**

Coke crushing and riddling machine; sand conditioning plants; portable air conditioners; hand operated winch; mobile jib crane; mobile plant shifter; binoculars; miscellaneous photographic equipment; electrical equipment and electric cable; MT spares including jacks and scrap batteries; steel chests (with keys); wooden boxes; miscellaneous clothing and textiles including shoes, jerkins, carpets, rugs, mixed rags, old bunting, sails, cork, various bags, 4 tons old tentage, 14 tons old rubber; furniture including wardrobes, chairs, tables, bedside chairs, armchairs, lockers, etc.; and a large assortment of other miscellaneous stores.

Jan. 23-24	**Machine tools, industrial equipment and miscellaneous stores including:**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 052-2-20898.)**

Lathes; grinding machines; drilling machines; compressors; generating and charging sets; pumping sets; MT assemblies, spares and equipment; lifting equipment; gravity roller conveyors; garage equipment; welding plant; industrial trucks; electric cable; electrical, wireless and signal equipment; pneumatic tools; hand tools and tool kits; fire fighting equipment; petrol engines; paint; wood packing cases and crates; forges; de-greasing plant; testing equipment; binoculars; compasses; projectors; recorders; domestic boilers; sinks; taps; water storage cisterns; conduit; roofing felt; household equipment; textiles including tents; canvas; blankets; carpets; rugs; curtains; mattresses; groundsheets; webbing; kit bags; packs; haversacks; shelters; rope; rags; camp equipment; sheets; suitcases; clothing including vests; drawers; greatcoats; battle dress; raincoats; shirts; jerseys; cap comforters; ties, etc.; household and office furniture including chairs; tables; wardrobes; dressing chests; lockers; beds, etc.

Jan. 30	**Clothing and miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073.)**

Clothing and textiles including men's and women's leather gauntlets; khaki drill; jersey pullovers; berets; caps; socks; brown and black shoes; motor cyclists' boots; leather jerkins; climbing boots; greatcoats; white overalls; shirts; pyjamas; kit bags; respirator haversacks; coir matting; old webbing; cotton and woollen rags; household and office furniture including steel lockers and safes; writing tables; wardrobes; easy, stacking and Windsor chairs; miscellaneous kitchenware; electronic valves and diodes; oscilloscopes; transformers; generators and chargers; electric cable; miscellaneous wireless and MT spares; gravity rollers; sisal and manila rope; wire banding machines; hurricane lamps; galvanized steel water storage tanks; engine assemblies for Dennis large trailer pumps; scrap aircraft tyres; and a large assortment of general stores and equipment.

Feb. 13	**Motor vehicles and heavy duty equipment**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 45272.)**

Saloon and estate cars; Land Rovers; Austin Champs; coaches; heavy duty trucks and tractors; breakdown vehicles; hydraulic tippers; mobile tankers; trailers; cranes and other load carrying and dual-purpose vehicles; machinery and office trucks; fork lift trucks; vans; motor cycles, etc.; also a 50-ton Manitowac 'Speedcrane' and a DUKW amphibious vehicle.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Bench, pillar and radial drills; surface, tool, crankshaft and valve seat grinders; brake drum turning and grinding machines; gap-bed centre lathes; watchmakers' and instrument makers' lathes; hacksaw; woodworking and welding machines, etc. Located at Technical Stores Depot, Old Dalby, Melton Mowbray, Leics. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. January 25, 1968.

EXPORTS EN ROUTE

The departure from Dexion Limited's plant at Hemel Hempstead of the first of six 20-ton trailer vehicles bound for CERN – the European Centre for Nuclear Research at Geneva. The contract, won in the face of fierce international competition, is worth nearly £80,000, and is for the building of a complete warehouse for all the establishment's storage requirements. Dexion Speedlock and Mobile Storage form the nucleus of the warehouse system.

HILLSPAN
ERF

Part of a 50-ton export contract of Hillspan clear span industrial steel building components – won by the Hill Construction Co. (Engineers) Ltd. of Southampton – on the first lap of its journey to Malta. The factory has been ordered by the Department of Public Works of the Maltese Government and will provide a Maltese base for the West Bromwich firm of Bromford Iron and Steel Co. Ltd. who will manufacture metal mesh reinforcing for concrete.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1966															
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	178	199	185	+ 39	+ 4	—13	+14
3rd quarter		133				111		122*	169*				— 42*	—30*	—20
1967															
May		132				108									
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November						113									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average			
	at 1958 prices										at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—302
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967					112·0*	134·3*		515	174				
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	108	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	— 36
4th quarter					115·8*	135·7*		538	182				
1967													
May	148	109	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	103*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	101*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	146*	104*	140·6	+2·0	111·6	135·4	178·7	541	176		163	125	
November			141·5	+1·9	115·8*	135·7*	179·5	536	181		180	125	
December					120·2*	136·0*		538	190				

*Provisional. †Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November

Table 1. United Kingdom import and export unit value index numbers (unadjusted) (1961 = 100

	IMPORTS					UNITED KINGDOM EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter .	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter .	108	111	97	100	115	115	101	117	107	111	120	119	116	106
1965 November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March .	109	115	104	88	114	112	105	113	106	111	120	113	112	102
April . .	110	116	104	88	114	112	105	113	108	110	120	113	113	102
May . .	110	118	105	87	113	112	104	114	108	111	121	114	111	102
June . .	110	117	105	85	115	113	105	114	108	112	121	114	114	103
July . .	109	113	104	84	116	113	106	115	108	111	123	115	113	104
August . .	109	113	103	84	116	113	105	115	108	111	122	115	113	104
September .	109	115	102	84	116	113	103	115	107	110	122	115	114	104
October .	108	113	102	84	114	113	103	115	106	111	120	116	114	105
November .	109	114	101	83	117	113	102	115	107	111	118	116	115	104
December .	109	115	101	83	117	113	101	115	105	112	119	117	115	104
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March .	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April . .	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May . .	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June . .	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July . .	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August .	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September .	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October .	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November .	112	116	98	102	119	116	101	118	109	111	121	120	116	104

(1) Export Unit Values Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS

THE IMPORT unit value index rose by 2 percentage points in November; the index for fuels showed no change compared with October, but there were increases in the unit value indices for other classes of imports. The export unit value was unchanged in November.

It is too early yet for the indices to show much of the effects of the devaluation of sterling, although the conversion at the new rate after November 18 of all import documents invoiced in foreign currencies will have contributed to the rise in the import unit value index. Further increases in the index can be expected in the coming months.

The November volume indices of both imports and exports were gravely distorted by the dock strikes at Liverpool and London.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	123	101	102	154	146	121	128	120	139	97	104	120	134
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
1966 November	111	105	100	164	108	142	160	140	168	116	127	137	155
December	125	97	93	169	157	124	145	119	148	94	114	119	116
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127

(*Continued on next page*)

UNIT VALUE AND VOLUME, *continued*

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

(1961 = 100)

	IMPORTS							UNITED KINGDOM EXPORTS							
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods		Total	Non-Manufactures	Manufactured Goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			0 and 1	2 and 4	3	5 to 8			0 to 4	5 to 8	5	65	67 to 69	7	
Weights . .	1,000		327	222	106	337		1,000	125	843	86	65	123	428	141
1965 1st quarter .	*114*		*93*	*108*	*144*	*125*		*116*	*116*	*115*	*131*	*104*	*105*	*111*	*132*
2nd quarter .	*120*		*101*	*109*	*139*	*139*		*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter .	*122*		*108*	*108*	*131*	*142*		*118*	*126*	*117*	*131*	*106*	*112*	*115*	*122*
4th quarter .	*122*		*106*	*104*	*146*	*141*		*121*	*126*	*121*	*132*	*103*	*110*	*122*	*131*
1966 1st qaurter	*126*		*103*	*105*	*153*	*149*		*121*	*132*	*121*	*132*	*96*	*103*	*121*	*141*
2nd quarter .	*121*		*98*	*98*	*149*	*149*		*114*	*124*	*113*	*131*	*92*	*98*	*113*	*126*
3rd quarter .	*126*		*104*	*108*	*153*	*151*		*122*	*122*	*121*	*139*	*97*	*104*	*122*	*135*
4th quarter .	*117*	*117*	*99*	*96*	*161*	*135*	*134*	*127*	*134*	*126*	*153*	*102*	*113*	*125*	*133*
1967 1st quarter .	*130*	*130*	*105*	*98*	*177*	*158*	*157*	*130*	*141*	*128*	*155*	*104*	*117*	*123*	*150*
2nd quarter .	*133*	*132*	*107*	*102*	*163*	*169*	*166*	*124*	*136*	*123*	*157*	*97*	*113*	*117*	*139*
3rd quarter .	*128*	*127*	*103*	*102*	*147*	*163*	*160*	*119*	*130*	*117*	*145*	*90*	*111*	*109*	*140*
1966 November .	*107*	*107*	*99*	*97*	*159*	*107*	*106*	*131*	*138*	*130*	*159*	*106*	*114*	*129*	*138*
December .	*126*	*125*	*98*	*91*	*168*	*164*	*163*	*121*	*139*	*119*	*150*	*94*	*111*	*121*	*113*
1967 January .	*134*	*134*	*104*	*103*	*183*	*165*	*165*	*136*	*144*	*134*	*164*	*114*	*122*	*127*	*156*
February .	*131*	*130*	*111*	*96*	*181*	*153*	*153*	*131*	*154*	*129*	*160*	*104*	*116*	*125*	*147*
March .	*125*	*125*	*100*	*96*	*166*	*154*	*153*	*122*	*124*	*122*	*139*	*94*	*114*	*116*	*147*
April . .	*137*	*136*	*108*	*102*	*175*	*176*	*171*	*126*	*136*	*126*	*162*	*97*	*112*	*121*	*145*
May . .	*132*	*131*	*107*	*105*	*173*	*161*	*157*	*126*	*139*	*124*	*153*	*98*	*120*	*121*	*132*
June . .	*130*	*130*	*106*	*99*	*141*	*171*	*169*	*119*	*133*	*118*	*155*	*96*	*108*	*110*	*139*
July .	*124*	*123*	*103*	*101*	*112*	*161*	*158*	*124*	*145*	*121*	*150*	*93*	*115*	*116*	*138*
August .	*129*	*128*	*102*	*104*	*148*	*167*	*164*	*118*	*119*	*119*	*144*	*91*	*110*	*113*	*141*
September .	*132*	*131*	*105*	*103*	*180*	*162*	*160*	*113*	*125*	*111*	*142*	*87*	*108*	*99*	*139*
October .	*128*	*127*	*93*	*98*	*195*	*162*	*159*	*96*	*103*	*94*	*111*	*75*	*83*	*87*	*121*
November .	*139*	*138*	*109*	*110*	*172*	*178*	*174*	*95*	*113*	*92*	*113*	*79*	*82*	*86*	*112*

Part of a shipment of 20 cases containing Rapistan troughed belt conveyors loading at the Hull factory of Manufacturers Equipment Co. Ltd. The conveyors are shipped through the Hull firm's agents, Henckell du Buisson, Nairobi, and will be installed at Kampala to handle coffee beans for the Kenya Coffee Marketing Board.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

WHOLESALE PRICE INDEX NUMBERS

Prices of materials rise following devaluation

THE SHARP RISE in December in the index of basic materials and fuel used in manufacturing industry reflected higher prices, as a result of devaluation, for a wide range of imported materials. The index is now over 7 per cent higher than in October; the food sector rose by nearly 6 per cent and the non-food sector by over 7½ per cent. Increases for individual materials varied widely, ranging from under 1 per cent for esparto to about 12 per cent for aluminium ingots and nearly 22 per cent for palm kernels.

A further marginal upwards movement in December in output prices of home market sales of all manufactured products, brought the average for the fourth quarter just over ½ per cent above the level of the previous quarter and about 1½ per cent above the level of the fourth quarter a year ago. Similar proportional rises occurred in both the food and non-food sectors.

Materials and fuel used in broad sectors of industry

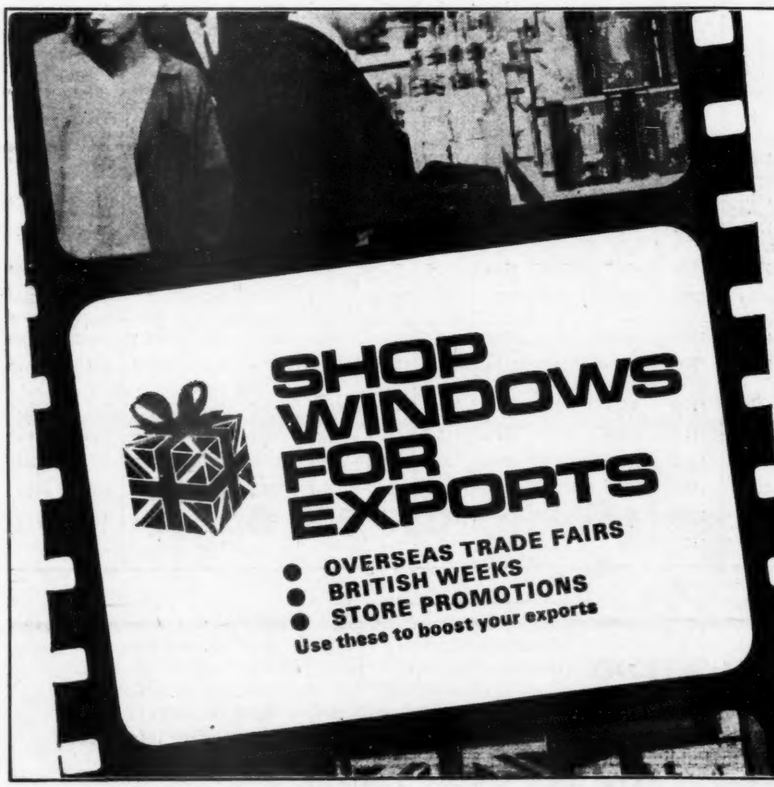
The rise of nearly 4 per cent in December of materials and fuel used in the food manufacturing industries reflects not only increases in a number of imported products, particularly grain and cocoa, but also increased prices for home produced meat and home manufactured oils. As against the general range of increases, there was a small fall in the price of imported sugar. In the non-food sector there were rises in December in the index numbers for all the separate industry groups; the largest increase, 5½ per cent, was in the textile industries. In general, these increases arose from higher prices for basic materials following devaluation, with the textiles industries being particularly affected by substantial rises in the price of raw cotton and wool. The mechanical and electrical engineering industries continue to be affected by the high prices for copper and brass products following the recent upsurge in refined copper prices.

The index numbers for materials used in construction and in house building also rose in December by about ½ per cent,

Output of broad sectors of industry

The small rise in December in the output prices of the food manufacturing industries was due mainly to increased prices for bacon, partly offset by a slight reduction in the price of refined sugar. In the non-food sector there were small rises of about ¼ per cent in the index numbers for the chemicals, textiles and engineering industries and little or no change in the other groups of industries. Comparing the current quarter with the previous quarter, the food, chemicals, paper and engineering industries all show increases of in the region of about ½ per cent.

(*Continued on next page*)



A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings,
Bromyard Avenue, Acton, London, W.3.
Phone: 01-743 5555.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966	1967				1966	1967							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	110·0	109·8	108·5	108·3	112·9*	110·0	108·8	108·2	107·8	108·3	108·7	109·2	112·6*	116·9*
	Basic materials	104·3	104·0	102·7	102·6	107·8*	104·2	103·1	102·3	102·1	102·6	103·1	103·6	107·5	112·3*
	Fuel	153·9	153·6	152·3	152·2	152·6*	154·1	152·0	152·0	152·0	152·2	152·2	152·4	152·7*	152·7*
Orders IV to XVI	Basic materials and fuel used in maunfacturing industry, other than food, drink and tobacco manufacturing industries	113·0	112·0	109·8	110·6	115·8*	112·4	110·0	109·6	109·3	110·8	111·6	111·6	115·8*	120·2*
	Basic materials other than fuel . . .	105·8	104·6	102·2	103·3	109·4*	105·1	102·5	102·0	101·9	103·5	104·5	104·5	109·3*	114·5*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·0	105·5	105·6	103·7	107·2*	104·8	105·9	105·1	104·8	103·3	§103·7	104·5	106·5*	110·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·7	116·0	115·6	116·9	118·6*	116·4	115·4	115·8	116·4	117·0	117·3	116·6	118·2*	121·1*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	149·1	148·4	146·1	146·7	150·6*	148·8	145·8	146·4	146·6	146·5	146·9	147·6	151·0*	153·3*
361	Materials and fuel used in the electrical machinery industry.	142·2	141·1	137·8	138·7	144·1*	141·8	137·6	138·1	138·0	138·7	139·3	140·2	144·8*	147·2*
Order X	Materials and fuel used in the textile industries	95·1	94·7	94·3	91·6	93·3*	95·0	94·6	94·0	92·5	91·2	91·2	90·6	92·1*	97·2*
Order XIV	Materials and fuel used in the timber industries	122·8	122·6	122·4	122·7	123·7*	122·6	122·5	122·4	122·6	122·7	122·8	122·8	123·3*	124·9*
Order XV	Materials and fuel used in the paper industries .	114·8	113·9	113·6	113·8	115·3*	114·1	113·5	113·6	113·8	113·7	113·8	113·8	114·8*	117·4*
Order XVII	Construction materials	133·8	133·7	133·7	134·5	136·0*	133·7	133·7	133·7	133·9	134·4	135·1	135·2	135·9*	136·8*
Part of Order XVII	House building materials	134·9	134·8	134·7	135·7	137·4*	134·8	134·7	134·8	135·0	135·7	136·5	136·6	137·2*	138·3*

*Provisional figure. §Revised figure.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966	1967				1966	1967							
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	All manufactured products:														
	Total sales	133·1	133·5	133·7	134·6	135·4*	133·3	133·6	133·6	134·3	134·6	134·8	135·2	135·4*	135·6*
	Home market sales	134·0	134·3	134·4	135·1	135·9*	134·1	134·4	134·2	134·8	135·1	135·2	135·7	135·9*	136·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:														
	Total sales	132·8	133·0	133·2	134·4	135·4*	133·0	133·1	133·2	134·1	134·5	134·8	135·2	135·4*	135·6*
	Home market sales	133·5	133·6	133·6	134·7	135·7*	133·5	133·6	133·5	134·4	134·7	134·9	135·4	135·7*	136·0*
211 to 229	Products of the food manufacturing industries: Home market sales	123·7	125·4	125·5	125·5	126·2*	124·1	125·8	125·2	125·4	125·4	125·6	126·1	126·0*	126·5*
263 to 277	Chemicals and allied industries:														
	Total sales	108·8	108·9	108·8	110·0	110·7*	108·7	108·7	108·7	109·4	110·1	110·5	110·5	110·6*	111·0*
	Home market sales	110·0	110·0	109·9	111·0	111·6*	110·0	110·1	109·7	110·4	111·2	111·3	111·3	111·5*	112·0*
311 and 312	Iron and steel industries:														
	Total sales	136·2	136·2	136·4	136·7	136·9*	136·4	136·6	136·6	136·6	136·8	136·8	136·8	136·9*	137·0*
	Home market sales	142·0	142·1	142·1	142·1	142·2*	142·0	142·1	142·1	142·1	142·1	142·1	142·2	142·2*	142·3*
Orders VI to IX	Engineering and allied industries:														
	Total sales	138·7	139·0	139·6	140·6	141·5*	139·0	139·4	139·8	140·3	140·7	140·9	141·1	141·5*	141·9*
	Home market sales	137·1	137·3	137·2	137·9	139·0*	137·1	137·1	137·1	137·6	137·9	138·1	138·4	139·0*	139·6*
Order X	Textile industries other than clothing: . .														
	Total sales	113·7	113·5	113·7	112·6	112·7*	113·7	114·1	113·3	112·4	112·7	112·7	112·4	112·7*	113·1*
	Home market sales	112·0	111·6	111·2	110·6	110·9*	111·8	111·2	111·1	110·8	110·7	110·4	110·4	110·9*	111·5*
Order XII	Clothing and footwear: Home market sales .	120·2	120·3	120·3	120·5	120·7*	120·2	120·3	120·4	120·4	120·5	120·5	120·6	120·7*	120·7*
Order XIV	Timber industries: Home market sales . .	125·7	125·6	125·3	125·4	125·6*	125·6	125·3	125·3	125·3	125·5	125·4	125·4	125·5*	125·7*
481 to 483	Paper industries: Home market sales . .	120·6	120·6	120·7	120·9	120·2*	120·5	120·8	120·8	120·8	120·8	121·0	120·3	120·2*	120·3*
Order XVI	New construction‡	140	141	142	143		140		142			143			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

CATALOGUES OF GOVERNMENT PUBLICATIONS

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3 (a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 24, 1967. (monthly averages)

	1966	1967			
	Dec.	June	Oct.	Nov.	Dec.
Coal†	174·3	168·4	175·0	175·0	175·0*
Slates	183·9	183·9	180·9	180·9	180·9
Salt	110·8	123·3	123·3	123·3	123·3
Flour	120·5	125·9	125·9	125·9	125·9
Sugar, refined	111·5	112·2	117·2	118·1	115·4*
Chocolate and sugar confectionery	111·3	113·6	114·1	114·1	114·1*
Beer	136·4	136·5	136·4	136·5*	136·5*
Tobacco and cigarettes	154·6	154·3	154·3	154·3*	154·3*
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	131·5	129·3	135·9	135·9	135·9*
Medium fuel oil (950 secs.)	140·8	140·8	160·3	160·3	160·3
Lubricating oils and greases	131·3	131·2	134·6	134·6*	134·6*
General chemicals	104·0	103·1	104·5	104·5*	104·8*
Pharmaceutical chemicals	57·5	57·3	57·6	57·6*	57·6*
Pharmaceutical preparations	103·2	103·1	103·1	103·2*	103·1*
Toilet preparations	148·7	148·9	150·1	150·3*	150·3*
Paint for building and decorating	116·8	116·5	116·6	117·0*	117·0*
Soap	154·9	153·6	153·6	153·6*	153·8*
Soapless detergents	106·4	101·8	101·8	101·8*	101·8*
Synthetic resins and plastic materials	74·4	73·5	73·8	74·0*	74·5*
Steel sheets	137·9	137·9	137·9	137·9*	137·9*
Tinplate	130·5	129·8	129·8	129·8*	129·8*
Other steel goods (excluding tubes)	141·6	141·7	141·8	141·8*	141·9*
Steel tubes	151·7	151·9	151·9	152·0*	152·0*
Iron castings	156·2	156·4	156·5	156·4*	156·4*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·9	151·8	151·8	153·5	163·9
Rolled	142·2	142·2	142·2	144·0	155·9
Castings	152·8	155·5	155·5	156·4	162·2*
Forgings	144·7	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	168·6	148·8	155·9	197·3	206·3
Photographic paper and films ,etc.	125·7	125·6	133·3	134·1	134·6
Spectacles, etc.	140·4	140·4	140·4	141·3	141·3
Dental goods	147·6	148·9	150·5	151·2*	152·8*
Gramophone records	146·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	103·5	103·2	103·1	103·1*	103·2*
Perambulators, etc..	130·7	131·2	133·0	133·6*	133·6*
Tools and implements	156·9	157·4	161·6	163·2*	163·7*

	1966	1967			
	Dec.	June	Oct.	Nov.	Dec.
Cutlery	140·0	140·0	140·0	140·3*	141·1*
Cutlery (other than razors and razor blades)	151·2	151·2	151·2	151·2	153·5*
Spoons and forks	168·2	170·3	172·7	173·7*	177·3*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	171·2	176·3	177·2	177·2	180·4*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	98·3	97·7	97·7	97·6	109·6
Spun rayon yarn	102·7	99·8	99·1	98·3*	99·3*
Irish linen yarns (wetspun)	126·3	122·4	122·1	126·2*	126·2*
Cotton cloth	106·6	105·3	105·3	107·0*	107·0*
Linen	139·6	139·2	137·0	137·2*	138·0*
Wool tops	75·6	72·6	65·4	64·7	71·9
Worsted yarns	95·3	94·0	89·1	88·8	93·0
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	102·2	102·8	102·8	101·1	105·1
Jute yarn	137·2	135·4	130·2	134·6	142·3
Jute piece-goods	147·6	147·6	147·6	139·4	147·0
Rope, twine and net	119·5	118·5	117·7	117·9*	119·5*
Hosiery and other knitted goods	103·2	102·7	102·3	102·3*	102·1*
Carpets and rugs	131·7	131·8	131·8	131·8*	131·8*
Canvas goods and sacks	109·5	107·0	101·0	104·8*	104·8*
Leather for footwear	127·4	123·3	121·9	123·5	123·5
Travel goods§	137·8	138·2	‡138·4	138·4	138·4*
Made-up clothing	119·2	119·6	119·8	119·8*	119·8*
Weatherproof outerwear	107·4	107·3	107·2	107·7*	107·6*
Men's and boys' tailored outerwear	121·5	122·4	122·6	122·6*	122·5*
Women's and girls' tailored outerwear	117·7	117·8	117·9	117·9*	117·9*
Women's and girls' light outerwear	117·3	118·2	118·0	118·1*	118·0*
Footwear (excluding rubber)	120·6	120·8	120·9	121·0*	121·2*
Refractory goods, including bricks	150·3	150·3	153·0	153·0	153·0*
Non-refractory goods, including bricks	133·6	133·8	136·5	136·8*	136·9*
Building bricks, common, other than fletton, *ex works.*	141·4	141·6	144·6	144·9*	144·9*
Building bricks, fletton common, *delivered.*	120·0	120·0	123·5	123·5	123·5*
Electrical porcelain	137·6	137·6	137·6	137·6	137·6*
Domestic china and earthenware	161·7	161·9	163·3	163·6*	163·6*
Glass (other than containers)	142·7	142·7	144·5	144·5	144·5
Glass containers	130·7	130·7	129·3	129·3	129·3
Cement, delivered	128·0	128·0	132·0	132·0	132·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figure for July 1967 = 138·2, August = 138·1, September = 138·4. ‡Revised figure.

(*Continued on next page*)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. 27s. 6d. (by post 28s. 5d.)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1966	1967			
	Dec.	June	Oct.	Nov.	Dec.
Abrasive paper and cloth	132·1	132·1	134·4	134·4	134·4
Cast stone and cast concrete products	117·9	117·9	117·9	117·9*	118·1*
Home-grown hardwood	107·0	107·0	106·8	106·8*	107·2*
Domestic furniture	127·8	127·4	127·5	127·5*	127·7*
Bedding, etc.	120·6	119·4	119·2	119·2*	119·2*
Wooden boxes, packing cases, crates, etc.	130·7	130·0	128·7	128·7	128·7*
Paper and board	115·4	115·6	114·7	114·7*	114·7*
Cardboard boxes, cartons and fibreboard packing cases.	123·4	123·4	122·8	122·5*	122·5*
Wallpaper	138·0	142·7	143·2	143·2	143·2
Paper bags	123·3	122·4	122·3	122·3	124·4
Manufactured stationery	128·0	128·0	128·0	128·0	128·0*
Other manufactures of paper and board	114·4	115·7	116·0	116·0*	116·0*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	122·8	122·7	123·5	124·1*	124·5*
Rubber footwear	135·4	135·4	137·3	139·3	139·3
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4*
Brushes and brooms	145·4	145·7	145·7	145·7	145·7*
Toys and games	132·6	132·6	132·9	132·9*	132·9*
Sports equipment	144·5	144·9	147·1	147·1*	147·1*
Pens and pencils	116·2	116·2	116·3	116·3*	116·3*
Other stationers' goods	136·5	136·5	136·5	137·8	137·8
Plastic mouldings	107·6	108·1	107·9	107·9*	107·9*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1966	1967			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	109·9	94·6	86·4	92·9	99·0
Imported	125·5	106·1	96·8	107·3	110·4
Native	86·6	77·3	70·8	71·4	81·9
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	130·5	146·6
Copper, ex-ship, wharf or warehouse†	177·2	148·1	166·1	210·6	225·3
Lead, ex-ship, wharf or warehouse†	84·4	85·8	85·0	91·1	97·6
Nickel, refined, delivered	144·1	144·3	158·9	165·1	185·4
Tin, ingot, min. 99·75 per cent, settlement price	168·1	169·7	165·3	176·8	187·7
Zinc, ex-ship, wharf or warehouse	132·4	127·2	122·4	133·1	144·0
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	105·3	100·2	123·6	121·8	133·9*
Palm oil, c.i.f., in bulk	99·3	101·8	101·8	101·8*	101·8*
Whale oil, acid, soft, naked, ex-works	58·7	36·1	41·9	31·7	24·5*
Pyrites, c.i.f., United Kingdom ports	69·3	69·3	75·7	80·5	88·4
Rubber, No. 1 R.S.S. one month future	90·5	85·9	81·8	77·6	85·2
Sulphur, crude (for acid making), c,i.f. ††	139·7	122·9	§128·1	§128·1	128·1
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·0	154·0	161·2	186·1	189·0*
Cotton, raw	65·5	66·2	68·8	73·4*	78·9*
Jute, raw, 'Export Hearts', c.i.f. Dundee	..	165·4	152·1	155·2	173·0
Jute, raw, "Export Lightnings, c.i.f. Dundee	170·8	152·7	141·2	145·1	160·3
Silk, raw, delivered mill	186·8	197·2	214·1	225·8	222·4*
Sisal, East Africa No. 1 Grade, c.i.f. London	88·1	79·1	75·2	77·4	82·6
Wool, raw	78·2	77·5	67·4	67·9	74·9
Crossbred, medium and coarse, c.i.f. UK	81·8	80·5	62·8	56·7	64·6
Crossbred, fine, ci.,f. UK	82·8	80·8	67·7	66·4	76·7
Merino, c.i.f. UK	74·4	76·2	69·2	72·6	79·1
Timber:					
Imported hardwood (ex-yard or wharf)	118·2	120·0	121·0	121·4*	130·5*
Imported plywood (delivered to consumers)	112·4	111·5	111·7	112·0	120·6
Imported softwood (delivered to consumers)	118·3	118·3	118·3	118·6	124·2*
Woodpulp, imported	100·6	100·5	100·5	102·0*	106·7*

*Provisional figure. †L.M.E. mean of buyers' and sellers' prices at close of morning session. ††Revised figure July-September 1967 = 128·1. §Revised figure.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 24, 1967.

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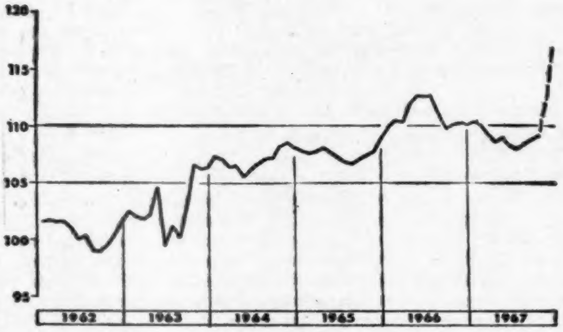
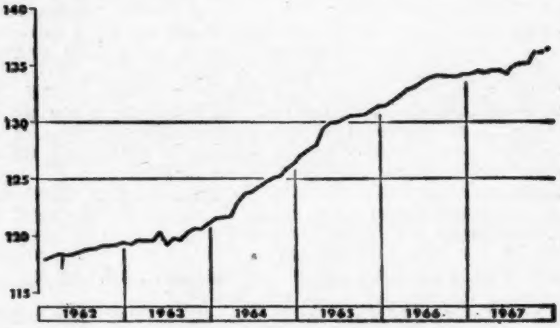
WHOLESALE PRICE INDEX NUMBERS 1954 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

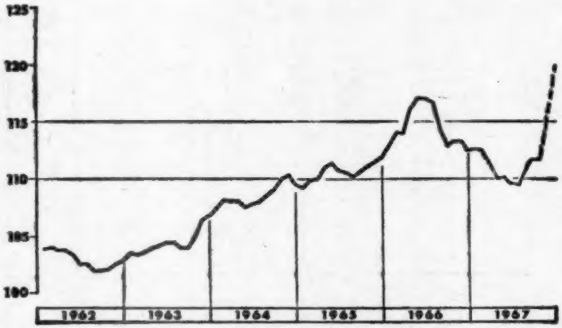


OUTPUT (HOME MARKET)

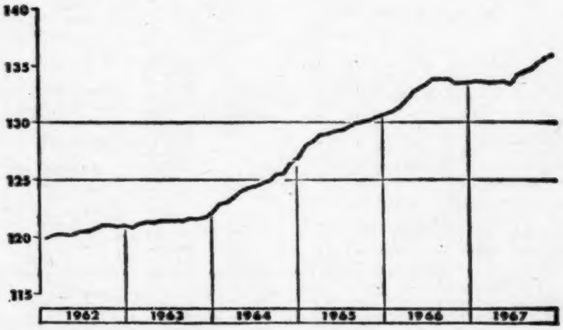


MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

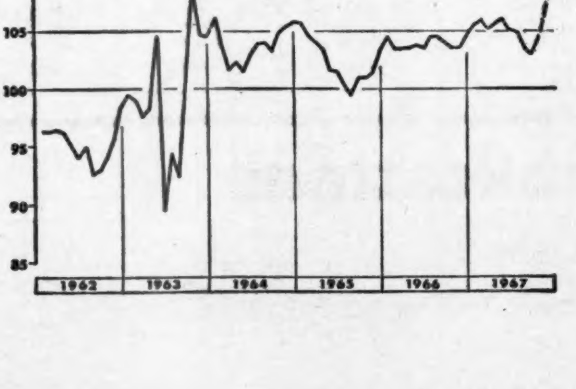
MATERIALS AND FUEL USED



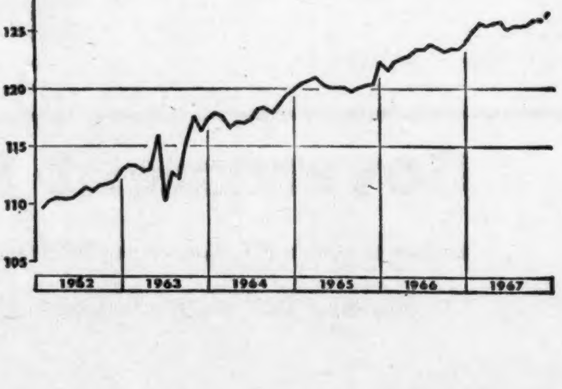
OUTPUT (HOME MARKET)



FOOD MANUFACTURING INDUSTRY



OUTPUT (HOME MARKET)



Operating and traffic statistics of the United Kingdom Airways Corporations and Private Companies

Scheduled services

THE TRAFFIC AND OPERATING statistics for September, set out in Table I, along with the figures for preceding months confirm that, after allowing for seasonal factors, the traffic of British airlines has fallen after the first quarter of the year. In the third quarter the number of passengers carried on scheduled services was only 1 per cent more than in the third quarter of 1966. Annual increases in the last few years, see Table II, have been in the range 11 to 13 per cent. Traffic on the longer routes increased more than the average for all scheduled services and the total passenger mileage flown was 6 per cent more than a year earlier.

The amount of capacity offered by British airlines on scheduled services has continued to grow. In the third quarter the number of seat miles flown was 10 per cent more than in the third quarter of 1966. This is typical of the sort of increase that has occurred in recent years. With traffic falling and capacity continuing to rise load factors have been lower in 1967 than in 1966.

The weight of cargo carried in the third quarter was 98,000 tons, 15 per per cent less than a year earlier and about the same as in the third quarter of 1965. In the second quarter the weight of cargo had been 23 per cent less than a year earlier. In part these reductions flow from the effects of the seamen's strike in May and June 1966 which resulted in abnormally large increases in freight business during the strike and in the immediately following months. Nevertheless, the return of the weight of cargo carried in the two middle quarters of 1967 to the amounts carried in the same quarters of 1965 indicates a fall in freight business this year.

Non-scheduled services

Air charter business, too, has been depressed in 1967. In the third quarter short ton miles available on non-scheduled flights made were 6 per cent more than in the corresponding quarter a year earlier. In the second quarter there had been a small reduction and a larger reduction in the first. Charter business tends to be erratic from quarter to quarter but the falling away for a period as long as nine months is more than an erratic variation from trend. The average rate of growth of charter business in the last three years has been 21 per cent a year. Over these years the fastest growing sector of the charter market has been inclusive tours to Europe. In 1967 the expansion in this kind of traffic has been much smaller than in previous years whilst in the first nine months of the year the volume of other charter business was less than in 1966.

TABLE I

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	Sept. 1967 (1)	Per cent change on Sept. 1966	Sept. 1967 (1)	Per cent change on Sept. 1966	Sept. 1967	Per cent change on Sept. 1966	Sept. 1967	Per cent change on Sept. 1966
Scheduled Services:								
Aircraft miles flown ('000)	15,996	+ 6·3	7,584	+10·9	5,450	+ 8·4	2,962	— 6·8
Passengers carried (No.)	1,449,632	+ 7·0	188,011	+12·4	809,590	+ 7·4	452,031	+ 4·3
Passenger miles ('000)	1,097,282	+10·0	670,390	+12·3	316,804	+ 6·5	110,088	+ 7·2
Available seat miles ('000)	1,637,116	+11·2	997,997	+14·3	459,700	+ 7·7	179,419	+ 4·1
Passenger load factor %	67·0	67·8(2)	67·2	68·4(2)	68·9	69·7(2)	61·4	59·6(2)
Freight carried (short tons)	33,835	— 6·1	4,550	— 0·8	10,398	+ 5·8	18,887	—12·7
Mail carried (short tons)	1,902	— 6·2	668	+ 7·4	1,152	—13·4	82	+10·8
Load short ton miles ('000)	136,640	+10·1	89,519	+12·7	33,840	+ 6·6	13,281	+ 2·5
Capacity short ton miles ('000)	228,910	+10·2	154,863	+13·2	53,086	+ 6·5	20,961	—
Overall load factor %	59·7	59·8(2)	57·8	58·0(2)	63·7	63·7(2)	63·4	61·8(2)
Non-scheduled Services:								
Aircraft miles flown ('000)	7,047	+ 6·3	286	—25·3	345	—18·6	6,416	+10·2
Capacity short ton miles ('000)	71,311	+ 1·0	5,016	—39·3	4,218	— 4·5	62,077	+ 7·1
Passengers carried (No.)	504,406	..	3,467(3)	..	16,807	..	484,132	..

(1) August 27-September 30, 1967.
(2) 1966 actual load factors.
(3) Excludes passengers carried by BOAC for foreign operators.

TABLE II

Period	SCHEDULED SERVICES					CHARTER SERVICES
	Passengers carried	Passenger miles	Seat miles	Freight carried	Total load	Capacity 'sold'
	Number	Thousands	Thousands	Short tons	Short ton miles Thousands	Short ton miles Thousands
1962	7,697,932	4,864,767	9,271,653	294,138	607,665	302,638
1963	8,643,752	5,440,323	9,825,136	300,771	687,283	333,166
1964	9,765,148	6,454,568	11,114,213	301,762	816,834	413,643
1965	10,867,328	7,417,421	12,862,368	304,404	950,429	452,583
1966	12,058,779	8,294,998	13,750,313	359,925	1,092,251	587,962
1966 3rd quarter	4,534,484	2,869,715	4,190,757	115,310	350,369	216,969
4th quarter	2,180,084	1,707,012	3,065,258	72,042	244,283	103,777
1967 1st quarter	2,093,762	1,583,358	2,936,020	65,603	222,559	97,322
2nd quarter	3,366,650	2,332,274	4,115,177	83,702	300,892	162,218
3rd quarter	4,598,048	3,036,821	4,603,706	97,738	367,945	229,264
% change 3rd quarter over 3rd quarter 1966	+1·4	+5·8	+9·9	—15·2	+5·0	+5·7

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Retail sales in November

Volume of sales

IN THE three months ended November 1967, the volume of retail sales, after allowing for seasonal influences, was nearly 2 per cent greater than in the preceding period of three months, confirming that retail sales were moving upwards in the second half of the year. The index number of the volume of sales in November was 113 (1961 = 100).

A higher level in the volume of sales in this last three months compared with the preceding three months was recorded for both food shops and for non-food shops, to which the continued increase in durable goods shops sales made a major contribution.

Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1961 prices) (a)

	All kinds of business	Food shops	Non-food shops
1966 2nd quarter	110	106	113
3rd quarter	109	106	111
4th quarter	109	106	110
1967 1st quarter	109	106	112
2nd quarter	109	106	111
3rd quarter	111	108	114
1966 October	108	106	109
November	109	106	111
December	109	107	110
1967 January	109	105	112
February	109	106	112
March	110	107	112
April	109	106	111
May	108	107	109
June	110	106	113
July	110	107	112
August	111	108	115
September	111	108	114
October	112	108	114
November	113	109	117

Table 2. Value of retail sales seasonally adjusted (*)

Index numbers of value of sales per week (current prices) (a)

1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1966 2nd quarter	126	124	126	119	123	131
3rd quarter	125	125	126	120	120	131
4th quarter	126	126	125	120	118	131
1967 1st quarter	128	126	129	122	120	135
2nd quarter	127	127	126	118	121	133
3rd quarter	129	128	129	122	126	134
1966 October	125	125	124	116	119	132
November	126	126	126	123	117	131
December	126	128	125	120	117	131
1967 January	127	125	128	123	123	133
February	127	126	128	121	121	135
March	128	128	129	123	116	136
April	126	126	126	114	124	133
May	126	128	124	113	120	131
June	128	126	129	124	121	133
July	127	127	128	120	124	133
August	129	128	131	124	125	137
September	129	129	130	122	127	133
October	129	129	130	118	130	138
November	132	130	133	127	131	138

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

Value of sales

Food shops

Total sales of food shops, by value, showed an increase in November on a year earlier of 3 per cent, the same as the average for the previous 10 months; much the same increase was recorded by grocers. The sales of fishmongers and greengrocers, on the other hand, showed little change compared with November 1966. Off-licences' sales in November were 8 per cent higher than in the previous year, and rather smaller increases were recorded by bread and flour confectioners and dairymen.

Clothing and footwear shops

In the three months ended November the value of the sales of clothing and footwear shops were, after allowing for seasonal influences, little different from the levels reached in the three summer months, June to August. In November itself the value of sales was 3 per cent higher than a year earlier compared with an increase of only 1 per cent during the first 10 months of the year: prices are estimated to have increased by rather less than 1 per cent between November 1966 and November 1967.

(Continued on next page)

Table 3. Value of retail sales – Analysis by forms of organization

November – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journals* of February 10, 1967, and August 11, 1967.

1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	139	+ 5	125	+ 3	163	+ 8	110	— 1
FOOD SHOPS (h)	131	+ 3	121	+ 2	170	+ 8	105	— 1
Grocers	133	+ 3(f)	120	+ 1	185	+ 9	102	— 2(f)
Butchers	121	+ 2	..		..		..	
Greengrocers, fruiterers	100	Nil	101	Nil	99	+ 2	73	— 9
Fishmongers, poulterers	121	Nil	..		..		..	
Bread and flour confectioners	142	+ 6(g)	137	+ 6	151	+ 7	..	
Off-licences	163	+ 8	156	+ 5	170	+11	..	
Dairymen	142	+ 5	..		..		125	+ 3
NON-FOOD SHOPS	146	+ 6	..		..		..	
Clothing and footwear shops	135	+ 3	120	+ 3	152	+ 6	123	— 6
Footwear shops	129	+ 5	129	+ 4	131	+ 6	115	— 6
Men's and boys' wear shops	130	+ 1	116	+ 3	145	+ 1	115	— 7
Women's, girls' and infants' wear, drapery and general clothing shops	138	+ 4	120	+ 2	163	+ 7	128	— 5
Large (c)	—		134	+ 4	—		—	
Medium (c)	—		127	+ 4	—		—	
Small (c)	—		114	+ 1	—		—	
Durable goods shops	147	+13	128	+ 9	183	+19	136	+ 6
Furniture shops	135	+10	133	+ 8	145	+17	—	
Large (c)	—		130	+ 9	—		—	
Medium and small (c)	—		134	+ 7	—		—	
Other durable goods shops	159	+16	123	+11	198	+20	—	
Electricity showrooms	170	+23	—		170	+23	—	
Gas showrooms	256	+11	—		256	+11	—	
Radio and television rental specialists	..		..		215	+18	—	
Radio and electrical goods shops (including radio and cycle shops and perambulator shops)*	130	+16	—		—		—	
Miscellaneous non-food shops (b)	138	+ 5	..		..		..	
Confectioners, tobacconists, newsagents	138	+ 4	134	+ 4	165	+ 8	—	
Booksellers, stationers	..		182	+ 5	..		—	
Chemists, photographic goods dealers (d)	130	+ 5	110	+ 4	159	+ 7	119	— 1
Jewellers	144	+17	144	+ 18	147	+14	—	
Leather goods, sports goods, toys and fancy goods shops	136	+ 5	..		..		—	
Ironmongers and hardware shops	128	+ 5	127	+ 4	136	+10	—	
Other miscellaneous non-food shops	—		122	+ 5	—		—	
Department stores	147	+ 8	—		—		—	
Mail order businesses	269	+ 5	—		—		—	

* Rental specialists are no longer included in this kind of business.

NOTE: Revisions have been made to some of the earlier figures for multiple furniture retailers. Details can be obtained, on request, from the Board of Trade, Statistics Division, Room 363, Broadway Buildings, London, S.W.1.

Table 4. Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

									Non-food shops													
	All kinds of business (£9.140)				Food shops (h) (£4,154)				Total (£4,986)				Clothing and foot-wear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (b) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
(Sales in 1961 £ million)	Value		Volume*		Value		Volume*		Value		Volume*											
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+ 7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+ 4	122	+7	118	+4	165	+16
1966 Year	125	+4	109	+1	124	+5	106	+2	126	+3	112	+1	120	+2	120	— 1	128	+5	120	+2	184	+11
1965 4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+ 1	113	+7	105	+5	162	+16
2nd quarter	122	+5	106	+2	123	+6	105	+2	121	+4	108	+2	118	+3	114	+ 2	122	+6	111	+3	176	+14
3rd quarter	122	+3	106	+1	122	+4	103	+2	121	+3	107	Nil	114	+1	117	— 1	126	+5	114	+1	160	+8
4th quarter	142	+3	123	Nil	132	+4	112	+1	150	+2	132	—2	148	+2	135	— 4	150	+3	150	Nil	237	+ 8
1967 1st quarter	118	+3	101	Nil	124	+4	104	+1	113	+2	99	—1	101	+2	114	— 2	116	+3	105	+1	170	+ 5
2nd quarter	123	+1	105	—1	126	+2	105	Nil	121	Nil	106	—2	116	—1	113	— 1	122	+1	111	Nil	186	+ 6
3rd quarter	125	+3	108	+2	125	+2	105	+2	125	+3	109	+2	116	+2	123	+ 5	129	+2	118	+4	167	+ 4
1967 September	125	+4	108	+4	123	+3	104	+2	126	+5	110	+5	117	+5	126	+10	127	+3	119	+7	186	+ 4
October	131	+4	113	+3	126	+3	107	+2	135	+5	118	+4	123	+2	140	+10	129	+3	131	+7	247	+11
November	139	+5	119	+4	131	+3	109	+2	146	+6	127	+5	135	+3	147	+13	138	+5	147	+8	269	+ 5
1967 Year to date†		+2		+1		+3		+1		+2		+1		+1		+ 3		+2		+3		+6

(ii) Analysis by kind of business: value only.

	Food shops														Clothing and footwear shops					
(Sales in 1961 £ million)	Grocers (f) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (g) (£196)		Off-licences (£139)		Diarymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year	125	+5	116	+3	113	+6	120	+1	132	+4	146	+8	132	+5	117	+2	120	+3	120	+2
1965 4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
2nd quarter	124	+6	112	+3	127	+7	123	+2	131	+4	122	+11	132	+6	123	+2	119	+4	116	+2
3rd quarter	123	+5	112	+3	115	+5	117	Nil	131	+3	127	+10	131	+3	113	Nil	114	+2	114	+1
4th quarter	133	+4	124	+3	106	+6	124	—1	137	+4	218	+ 5	136	+2	139	+2	143	Nil	152	+2
1967 1st quarter	125	+4	119	+2	109	+4	120	+2	132	+4	128	+ 7	135	+3	94	+3	105	Nil	101	+2
2nd quarter	127	+2	114	+2	125	—2	119	—3	135	+3	127	+ 4	139	+5	118	—3	116	—3	116	Nil
3rd quarter	126	+3	111	—1	116	+1	114	—3	137	+4	134	+ 6	137	+5	115	+2	116	+2	116	+2
1967 September	125	+3	112	Nil	101	Nil	111	—3	137	+5	134	+ 7	137	+5	120	+5	110	+4	118	+5
October	129	+3	118	+1	96	—2	119	—1	141	+5	146	+ 8	140	+4	126	+2	112	Nil	127	+3
November	133	+3	121	+2	100	Nil	121	Nil	142	+6	163	+ 8	142	+5	129	+5	130	+1	138	+4
1967 Year to date†		+3		+1		+1		—1		+4		+ 6		+4		+1		Nil		+2

	Durable goods shops										Miscellaneous non-food shops													
(Sales in 1961 £ million)	Furniture shops (£399)		Electricity showrooms (£55)		Gas showrooms (£49)		Radio and television rental specialists § (£62)		Radio and electrical goods, etc., shops (e) (£310)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (d) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (i) (£66)	
1964 Year	111	+8	128	+ 8	165	+21	147	+10	107	+ 1	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	124	— 3	195	+18	160	+ 9	107	Nil	112	+8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year	116	—2	119	— 4	187	— 4	173	+ 8	107	Nil	130	+6	144	+ 9	127	+6	130	+ 3	130	+ 6	119	+4	121	+3
1965 4th quarter	135	+4	137	— 9	212	+ 6	164	+ 8	131	+ 2	136	+8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1966 1st quarter	109	+2	109	—14	177	— 7	182	+12	104	+ 2	122	+9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
2nd quarter	114	+1	113	— 4	173	— 1	169	+ 8	96	+ 3	125	+7	121	+ 9	121	+6	109	+ 6	109	+ 6	117	+4	127	+3
3rd quarter	114	—1	117	Nil	190	— 6	169	+ 8	101	Nil	131	+6	132	+ 9	129	+6	125	+ 4	133	+ 6	117	+5	113	+5
4th quarter	126	—7	137	Nil	207	— 3	171	+ 4	128	— 2	142	+4	191	+ 6	149	+4	185	Nil	186	+ 4	131	+3	130	+4
1967 1st quarter	103	—5	117	+ 8	186	+ 5	191	+ 5	102	— 1	126	+4	140	+ 4	110	+1	103	+ 1	93	+ 3	113	+2	118	+2
2nd quarter	108	—5	124	+10	185	+ 7	178	+ 6	97	+ 1	127	+1	127	+ 5	122	+1	108	— 1	107	— 2	117	Nil	128	+1
3rd quarter	114	Nil	138	+19	211	+10	185	+10	110	+ 9	133	+2	139	+ 5	133	+3	126	+ 1	134	+ 1	120	+2	117	+3
1967 September	114	+6	141	+22	225	+14	189	+12	112	+13	131	+3	144	+ 6	126	+5	128	+ 5	137	+ 3	119	+3	121	+4
October	129	+6	161	+18	254	+10	193	+12	126	+12	132	+3	154	+ 3	121	+1	124	+ 3	120	+ 5	124	+3	124	+4
November	135	+10	170	+23	256	+11	215	+18	130	+16	138	+4	182	+ 5	130	+5	144	+17	136	+ 5	128	+5	122	+5
1967 Year to date†		—2		+14		+ 9		+ 8		+ 5		+2		+ 5		+2		+ 2		+1		+2		+2

*Average 1961 prices. ‡Independent retailers only. †January-November. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consists of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1967 sales was the four weeks from October 29, 1967, to November 25, 1967, the corresponding period in 1966 was from October 30, 1966, to November 26, 1966. As the figures are based on the value of sales they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops.

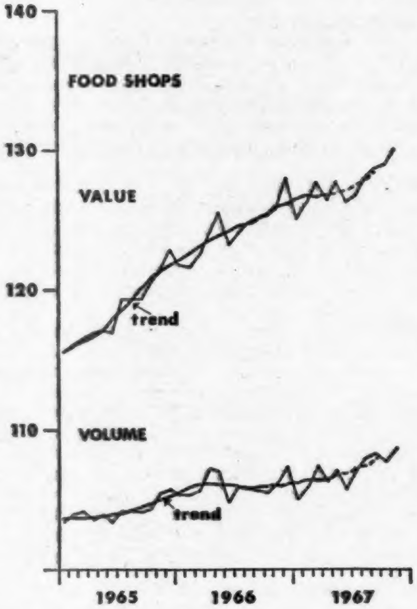
(f) Including bakery departments of co-operative societies.

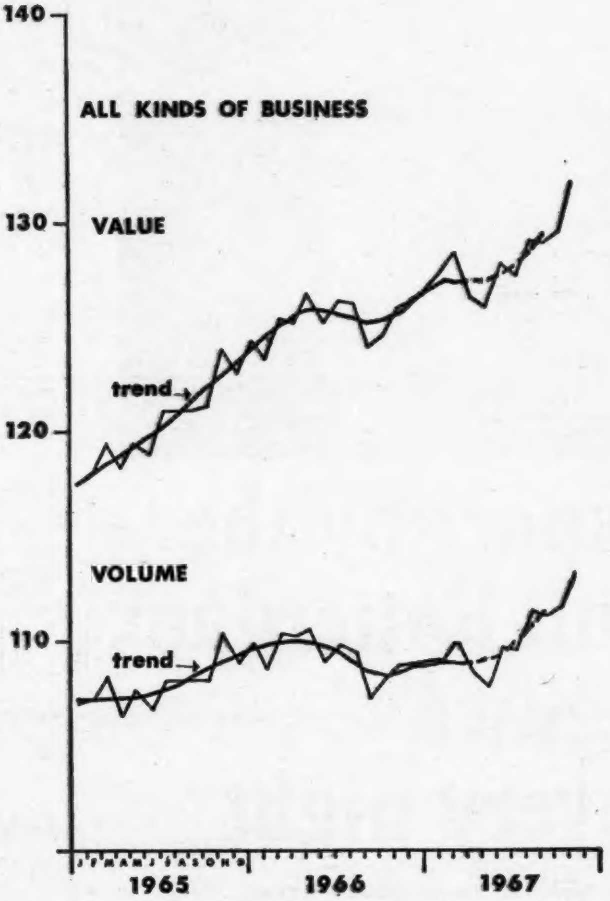
(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

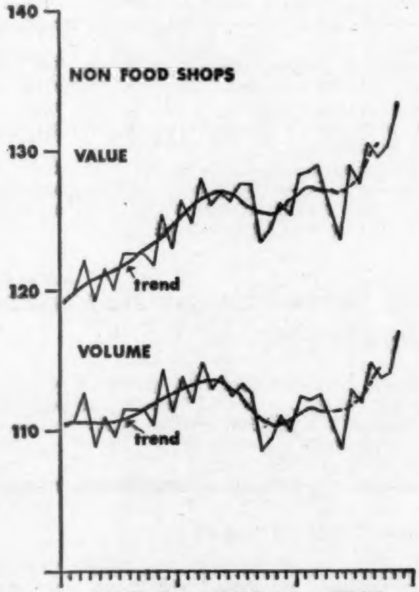
(h) Includes a very small amount of other food shops which are not published separately.

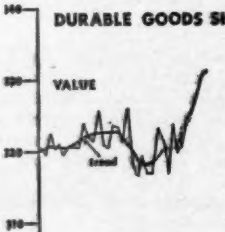
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

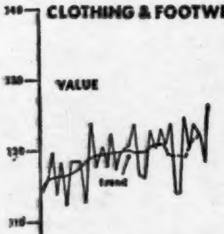
RETAIL TRADE

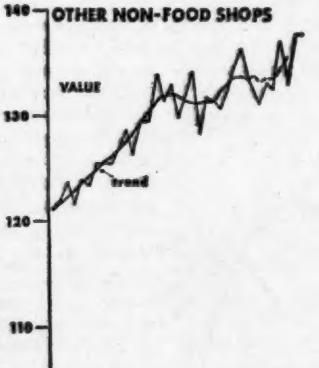


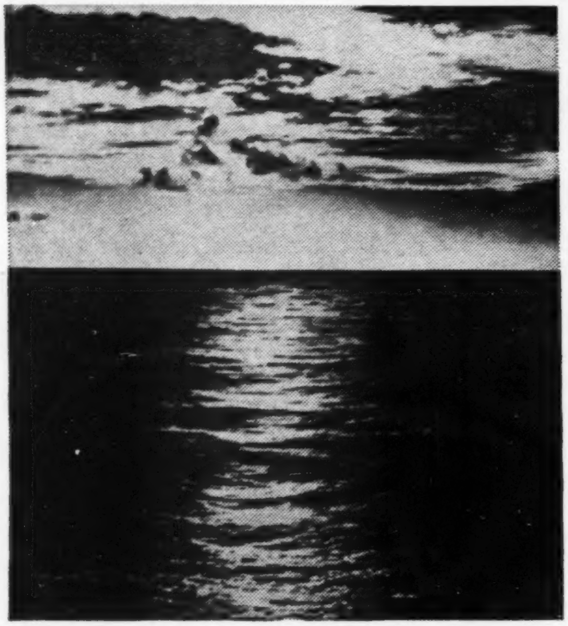












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Both footwear shops and women's wear shops shared in this increase in sales, but the percentage increase in the sales of men's wear shops was rather lower.

Durable goods shops

In the three months ended November the value of sales of durable goods shops, on a seasonally adjusted basis, was about 5 per cent higher than in the previous three-monthly period indicating the improvement which had taken place in the business of these shops since the summer. For November itself the seasonally adjusted index at 131 maintained the record level gained in October.

On an unadjusted basis sales in November were nearly 13 per cent higher than a year earlier, an increase, like those of recent months, partly reflecting the low level of sales in the latter part of 1966. Prices of durable goods in the aggregate are estimated to have risen only marginally as compared with November 1966, so that there was a considerable increase in the volume of sales compared with a year earlier.

Almost all kinds of business which make up this group shared in the improvement in trade. Furniture shops, which had been slower to show increases on the corresponding months of 1966 than the other components of this group, continued the improvement shown in recent months, sales being 10 per cent higher than in November 1966, compared with increases of 6 per cent in the previous two months. Electricity and gas showrooms had increases of 23 per cent and 11 per cent respectively on a year earlier, in line with recent experience. The receipts of rental specialists increased by 18 per cent, as against 12 per cent in September and October, whilst sales by radio and electrical goods shops were 16 per cent higher as against about 12 per cent in recent months.

Other non-food shops sales

After seasonal adjustment, the value of the sales of other non-food shops in the three months ended November was about 1 per cent higher than the corresponding figure for the three months ended August.

The sales of department stores were well maintained in November, showing an 8 per cent increase over the corresponding month of 1966 – an increase to which radio and electrical goods and, to a lesser extent, furniture and furnishings made a considerable contribution.

Amongst the miscellaneous non-food shops, there was a striking increase in the sales of jewellers – 17 per cent higher than in November 1966, compared with an average increase of under 1 per cent in the previous 10 months of the year.

Gold and convertible currency reserves in December 1967

HM TREASURY announce that after payment of £92 million debt service to the United States and Canada, the gold and convertible currency reserves fell by £100 million, to stand at £1,123 million at the end of the month.

IMPORTANCE OF THE MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is full stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Hire purchase and other instalment credit business in November

FINANCE HOUSES and durable goods shops continued in November to maintain their instalment credit business at the improved level of recent months, after making allowance as far as possible for normal seasonal factors.

The total instalment credit debt outstanding to finance houses, durable goods shops and department stores rose by £15 million during November. This increase in outstandings was due to a large rise in the debt owed to finance houses, on a seasonally adjusted basis, while debt owed to durable goods shops showed little change if seasonal factors are discounted.

Finance Houses

New credit advanced by finance houses in November showed an increase over the corresponding month of 1966 which was similar to the large increases recorded in September and October. These increases reflect, of course, the very low level of business in the latter part of 1966. Most of the categories of goods shown separately in Table 4 also showed increases on a year earlier which were broadly in line with the experience of the previous two months. New credit extended for purchases of new cars was at a record level for November.

The debt owed to finance houses increased during the month by £11 million, a similar increase to that experienced in October.

Durable goods shops

Instalment credit sales by durable goods shops in November were 27 per cent higher than in November 1966, compared with increases over the corresponding months of 1966 of 18 per cent and 22 per cent respectively in September and October. Both groups of shops shown separately in Table 3 shared in this improvement. Furniture shops showed an increase in instalment credit sales of 24 per cent over November 1966 compared with increases of 7 and 16 per cent in September and October; while other durable goods shops, comprising radio and electrical goods shops together with gas and electricity showrooms, showed an increase of 31 per cent, compared with increases of 28 per cent and 26 per cent in September and October. The instalment credit sales of department stores were 16 per cent higher than in November 1966

(Text continued on page 103)

Table 2. Hire purchase and other instalment credit extended and repaid

£ millon

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	808	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	306	727	1,033	952	+ 81	
1966	235	621	856	989	—133	
1964 1st Qtr.	*74	166	240	212	+28	+41
2nd Qtr.	69	204	273	218	+55	+35
3rd Qtr.	75	181	256	214	+42	+39
4th Qtr.	96	160	256	225	+31	+41
1965 1st Qtr.	71	185	256	232	+24	+36
2nd Qtr.	71	220	291	237	+54	+31
3rd Qtr.	73	176	249	239	+10	+10
4th Qtr.	91	146	237	244	— 7	+ 4
1966 1st Qtr.	63	182	245	256	—11	+ 1
2nd Qtr.	58	200	258	251	+ 7	—17
3rd Qtr.	53	139	192	242	—50	—50
4th Qtr.	61	100	161	240	—79	—67
1967 1st Qtr.	47	135	182	240	—58	—48
2nd Qtr.	50	174	224	241	—17	—38
3rd Qtr.	57	199	256	247	+10	+ 9

(a) Durable goods shops and department stores; not including other instalment credit retailers.

*Fourteen weeks.

Table 1. Hire purchase and other credit instalments outstanding

£ million, end of period.

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	
Department stores	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	
Finance houses	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	
Total of above	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	

Table 1a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period.

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	
Other instalment credit retailers*	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	
Grand Total	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops							
																	Radio and electrical, etc., goods shops (c)					
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (b)		Total (£82)		Multiples (£37)		Independents (d) (£45)	
1963 Year	114	+ 8	101	+ 3	124	+13	111	+ 4	102	+ 2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	— 1	126	+ 2	119	+ 7	107	+ 4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21	87	—13	67	—27
1966 1st quarter	97	— 9	90	— 9	101	— 9	106	— 7	95	— 2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
2nd quarter	90	—14	79	—14	97	—13	96	—14	91	—10	93	—11	89	— 8	88	—17	73	—18	83	— 4	64	—22
3rd quarter	86	—19	73	—23	96	—16	84	—24	88	—18	90	—17	86	—18	85	—19	66	—24	79	—13	54	—33
4th quarter	97	—26	86	—30	106	—22	93	—31	98	—26	98	—28	98	—25	98	—24	81	—30	97	—19	68	—39
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18	82	— 8	60	—26
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6	85	+ 2	55	—14
3rd quarter	93	+ 7	78	+ 8	103	+ 7	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24	101	+28	64	+18
1966 January	108	+ 1	104	— 4	109	+ 4	117	+ 4	107	+ 4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	— 2	103	— 8	100	— 7	98	+ 2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March (a)	88	—18	78	—18	93	—19	101	—15	84	— 9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30
April	90	—14	80	—15	96	—14	92	—13	89	—11	90	—12	87	—11	91	—16	77	—18	84	—15	70	—20
May	94	—13	81	—11	101	—14	105	—14	94	— 7	96	—10	92	— 3	92	—17	75	—20	87	—16	65	—23
June (a)	87	—14	75	—14	94	—14	91	—15	90	—11	93	—12	87	— 9	83	—17	67	—18	79	—11	57	—24
July	97	—10	87	—10	103	— 9	102	—12	99	—10	97	—12	101	— 8	94	— 9	74	—11	83	— 9	67	—13
August	79	—22	64	—27	90	—18	75	—29	80	—20	84	—20	77	—20	78	—22	58	—26	75	—11	44	—40
September (a)	84	—25	69	—31	95	—20	78	—30	85	—22	88	—19	81	—24	85	—26	65	—31	80	—18	52	—42
October	95	—25	80	—31	105	—21	91	—29	92	—25	93	—24	91	—26	98	—25	75	—31	89	—21	64	—40
November	98	—28	82	—33	108	—24	97	—32	94	—30	92	—33	97	—26	101	—25	79	—31	101	—13	61	—46
December (a)	99	—24	93	—26	105	—22	90	—31	106	—24	107	—27	104	—22	95	—22	87	—27	99	—22	76	—32
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27	80	—20	64	—32
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15	83	— 3	66	—25
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11	82	— 2	50	—21
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11	83	— 1	56	—20
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5	87	Nil	59	—10
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2	84	+ 6	51	—12
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4	93	+12	63	— 6
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32	100	+33	57	+30
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+28	88	+36	110	+37	71	+35
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34	123	+38	82	+29
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33	134	+33	82	+34

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other Selected Kinds of Business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104	..	133	..	165	..	95	..	128	..
1966 Year	103	— 1	125	— 6	184	+11	93	—2	124	— 3
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+ 2
2nd quarter	97	+ 1	120	+ 2	176	+14	86	—5	119	Nil
3rd quarter	92	— 6	108	— 7	160	+ 8	83	—5	111	— 6
4th quarter	128	— 5	176	— 6	237	+ 8	134	+1	152	— 7
1967 1st quarter	89	— 6	90	— 6	170	+ 5	69	—2	108	— 6
2nd quarter	96	— 1	110	— 8	186	+ 6	84	—3	118	— 1
3rd quarter	100	+ 8	103	— 4	167	+ 4	82	—1	116	+ 5
1966 January	120	+32	92	—16	115	+16	62	—1	106	+ 6
February	82	— 2	92	—10	160	+19	62	—9	112	+ 3
March (a)	85	— 3	101	—10	202	+14	84	+5	123	— 2
April	98	— 2	117	+ 2	163	+15	84	—5	115	— 1
May	107	+ 8	130	+ 9	196	+15	95	—2	130	+ 3
June (a)	89	— 2	114	— 3	170	+14	81	—6	115	— 1
July	110	— 1	111	— 3	148	+ 6	87	—4	114	— 2
August	78	— 6	97	— 8	148	+14	78	—3	101	— 6
September (a)	89	—11	114	—11	179	+ 6	83	—6	116	— 9
October	109	— 1	135	— 7	221	+ 8	89	+4	138	— 7
November	117	—12	175	— 5	257	+ 6	119	—3	156	— 9
December (a)	152	— 3	211	— 7	233	+10	181	+2	161	— 6
1967 January	101	—16	82	—11	134	+17	60	—4	98	— 8
February	81	— 1	88	— 4	180	+12	61	—2	110	— 2
March (a)	86	+ 1	97	— 4	191	— 5	84	—1	115	— 7
April	96	— 2	105	—10	185	+14	80	—5	116	+ 1
May	104	— 3	118	— 9	194	— 1	93	—2	123	— 5
June (a)	90	+ 1	108	— 5	180	+ 5	80	—1	114	— 1
July	110	Nil	103	— 7	154	+ 4	85	—2	111	— 2
August	86	+11	92	— 5	156	+ 6	75	—3	108	+ 6
September (a)	102	+15	111	— 2	186	+ 4	85	+3	126	+ 8
October	125	+15	130	— 4	247	+11	86	—4	155	+13
November	136	+16	172	— 1	269	+ 5	112	—5	172	+10

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).

(*Continued on next page*)

similar to their experience in the previous two months.

The debt owed to durable goods shops and department stores rose by £4 million during November, an increase largely due to normal seasonal influences.

Other instalment credit retailers

General mail order houses, whose business predominates in this group of retailers, showed in November an increase of 5 per cent in business compared with November a year earlier. This increase was similar to the average experience in the previous months of 1967.

The debt outstanding to this group of retailers rose during the month by £13 million. This upturn in debt in November was similar to the movement which has taken place in previous years,

Finance houses: new instalment credit extended

Table 4. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

	Private cars – new		Private cars – used		Commercial motor vehicles – new and used		Motor cycles, side-cars, power assisted cycles		Caravans – new and used		Farm equipment and tractors		Industrial and building plant and equipment		Household goods (a)		Other goods		All goods	
(Value in 1961)	(£93 million)		(£190 million)		(£89 million)		(£38 million)		(£12 million)		(£12 million)		(£48 million)		(£59 million)		(£33 million)		(£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	—23	117	—14	87	— 4	42	—29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	—15
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
2nd quarter	187	—18	162	— 5	109	+ 2	65	—22	161	— 2	115	+22	178	—10	57	—19	142	—16	140	— 9
3rd quarter	110	—31	104	—23	78	— 4	39	—36	138	— 4	132	— 5	142	—17	51	—20	127	—17	97	—21
4th quarter	58	—48	68	—36	60	—25	17	—58	76	—17	97	— 4	132	—15	53	—28	128	—19	70	—32
1967 1st quarter	110	—36	95	—30	80	—23	22	—53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	—26
2nd quarter	140	—25	135	—17	100	— 9	59	—10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	—13
3rd quarter	183	+67	177	+70	88	+13	57	+47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+44
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10
April	185	—20	150	—17	110	— 2	60	—30	146	— 6	103	+17	186	+ 6	55	—27	134	—17	135	—14
May	206	— 8	167	— 3	116	+ 4	66	—25	166	+ 1	125	+37	178	—13	58	—20	144	—19	146	— 7
June	170	—24	168	+ 7	101	+ 5	69	— 9	171	Nil	117	+13	170	—20	58	— 7	148	—10	138	— 6
July	192	— 8	159	+ 3	105	+15	63	— 4	179	+17	143	— 6	173	— 9	58	— 9	148	— 5	140	— 1
August	74	—48	78	—39	65	—13	28	—54	115	—20	144	— 6	131	—23	47	—23	120	—23	78	—33
September	63	—50	76	—39	63	—19	26	—53	119	—12	110	— 2	122	—21	47	—28	112	—22	73	—34
October	63	—50	71	—39	64	—23	21	—61	95	—17	115	+ 6	134	—17	48	—33	123	—22	73	—34
November	70	—43	73	—33	66	—22	17	—61	78	—16	103	— 6	137	—14	55	—24	131	—16	75	—29
December	42	—51	60	—36	50	—32	14	—48	56	—20	74	—14	126	—14	57	—28	129	—21	62	—32
1967 January	107	—37	78	—31	73	—24	16	—55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	—26
February	106	—35	95	—29	75	—21	22	—54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	—26
March	117	—37	112	—30	92	—22	29	—51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	—24
April	118	—36	111	—26	93	—16	44	—26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	—19
May	134	—35	126	—25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	—19
June	167	— 2	167	— 1	99	— 2	62	—11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+96

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 5, 1968. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Sunday Thoughts Series 16:					
No. 1. Trust	Br/E 32820	3	January 1	Rank Film Distributors Ltd.	Religious Films Ltd.
No. 2. Not Suitable	Br/E 32821	3	January 1	" "	" "
No. 3. The Portrait	Br/E 32822	4	January 1	" "	" "
The Pre-Raphaelite Revolt	Br/E 32830	30	January 5	British Film Institute	Samaritan Films Ltd.
The Secret World	Br/E 32831	28	January 5	Rank Film Distributors Ltd.	Pilot Films Ltd.
Movietone News 2012	Br/E 32841	7	January 5	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2012A	Br/E 32842	12	January 5	" "	" "
Pathe News 68-1	Br/E 32893	7	January 5	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-2	Br/E 32894	7	January 5	" "	" "
				FOREIGN	
Only a Woman	F 32823	85	January 2	Ranworth Film Services Ltd.	Gloria Films, Munich.
Me, Me, Me and the Others	F 32824	94	January 2	" "	Rizzoli Films, Rome.
The Fabulous Adventures of Marco Polo	F 32825	115	January 2	" "	I.T.T.A.C. Films, Paris and Prodi Cinematografica, Rome.
Tony Rome	F 32826	110	January 3	Twentieth Century-Fox Film Co. Ltd.	Arcola-Millfield Productions Inc. and Twentieth Century-Fox Film Corp.
Give Me Liberty	F 32827	7	January 3	" "	Terrytoons Inc.
Naked Hearts (Les Coeurs Verts)	F 32828	95	January 4	Contemporary Films Ltd.	Pathe Consortium, Paris.
The Champagne Murders	F 32829	98	January 5	Rank Film Distributors Ltd.	Universal International Films Inc.

AMENDMENT:

The playing time of the film 'The Yellow Hat' (Br/E 32039) registered on January 27, 1967, has been amended to 68 minutes.

Orders in the footwear industry

NET NEW ORDERS received by footwear manufacturers in November were provisionally estimated at 2 per cent more than in November 1966; for the three months September to November taken together, net new orders were some 8 per cent more than in the same three months of 1966. Order books at the end of November were 2 per cent higher than at the end of November 1966. Deliveries in November increased by 5 per cent compared with November 1966, and in the September-November period were 1 per cent more than in the corresponding period of 1966.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
1966 September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April	41·6	17·8	16·7
May	44·6	17·1	14·1
June	41·9	12·0	14·7
July	34·7	7·3	14·5
August	31·6	11·5	14·6
September	30·2	17·1	18·5
October*	31·3	19·2	18·1
November*	35·4	22·4	18·3

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

'Economic Trends' for December 1967

THE DECEMBER ISSUE of *Economic Trends*, issued by the Central Statistical Office on January 2 (HMSO, price 7s.), contains the regular monthly article on the economic situation, an article, with detailed tables, on the United Kingdom balance of payments in the third quarter of 1967; and an article on the Overseas Sterling Area balance of payments in the second quarter of 1967.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 41 of January 5 issue.)

Retailers' stocks in November

THE VALUE OF STOCKS held by retailers at the end of November showed a decrease of 1 per cent compared with November 1966, continuing the downward trend shown throughout most of this year.

In volume terms, retailers' stocks were 1 per cent down on the corresponding period in 1966, a similar decrease to that shown in the previous two months.

Estimate of changes in retailers' stocks

At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	
1966	+6	+6	+6	+4	+6	+8	+6	+7	+6	+6	+6	+3
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	
1966	+5	+4	+4	+3	+5	+6	+4	+4	+4	+4	+3	+1
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	

Note: Retailers' stocks at end December 1960 were £933 million at current prices.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Pottery and Electrical Ware for October 1967
Locomotives for October 1967
Railway Carriages for September 1967
Boxes and Cartons for October 1967
Paper and Film Bags for October 1967

Quarterly at 7s. 6d. a year, post free:

Polishes for July-September 1967
Brushes and Brooms for July-September 1967
Mechanical Handling Plant and Equipment for April-June 1967
Refrigerating Machinery for July-September 1967
Domestic Hollow-ware for July-September 1967
Pesticides and Allied Products for July-September 1967

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (O.SO2) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 9912 CUSEX Southend).

XIV INTERNATIONAL

electrical engineers exhibition

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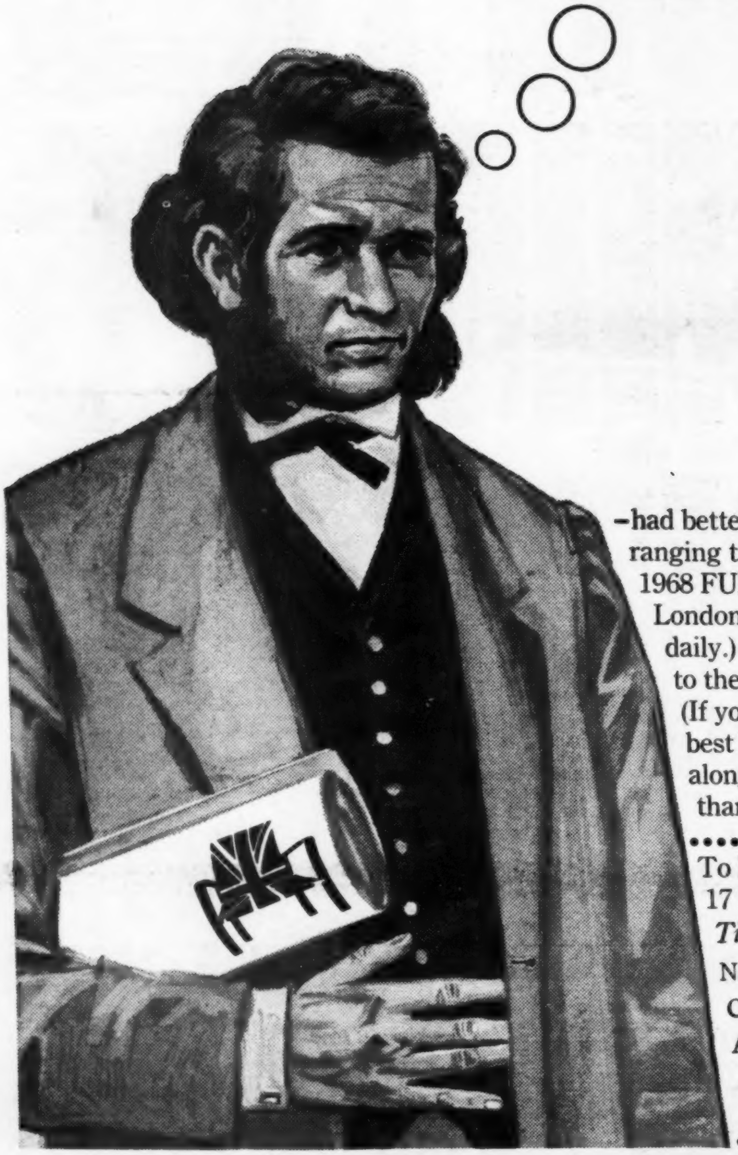

–had better catch up with the wide-ranging trend-setting designs at the 1968 FURNITURE SHOW. (Earls Court, London 29 Jan–2 Feb 9.30 am–6.30 pm daily.) This B.F.M. exhibition is *not* open to the public–send for *your* ticket now. (If you already know how good the best British Furniture can be, come along just the same. It's even better than you thought!)

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Exhibitions and Fairs

Devaluation gives export boost to this year's Boat Show

HM COASTGUARD
BOARD OF TRA

Left: Ready to show visitors round the Board of Trade/HM Coastguard stand at the International Boat Show, Earls Court, which had as its theme this year 'Search and Rescue at Sea'. Picture shows Lieutenant-Commander J. A. Douglas, RN (Rtd.), on the right with Station Officer F. A. Young and the Coastguard contingent. During the 1967 *summer season, HM Coastguard were concerned in the rescue of* 1,818 *people. Right: The edge of the central pool at the show was constructed to represent a Maltese harbour.*

Boatbuilders at this year's Boat Show were expecting to take large export orders as a result of devaluation, and overseas sales announced before the *Journal* went to press included a £¼ million order for Keith Nelson & Co. for fast launches for foreign Governments, a £60,000 order from the United States for Avon Rubber Dinghies' small rubber boats and on the first day a French order for Clearex Products' Durafloat range of unsinkable plastic craft for £20,000. The organizers stated that so far sales were considerably ahead of last year, and the number of overseas visitors attending were up by a third.

Boats from all over the world – though fewer from overseas this year – have been attracting record crowds to Earls Court. By the evening of Saturday, January 6, 150,000 people had visited the show since it opened on January 3 – an 18.4 per cent rise on the first three days as compared with last year. Besides looking at more than 700 boats, ranging from the foldaway little 'Puffin' dinghy to the Dutch 55-ft. £40,000 steel motor yacht 'Anne Marie' containing £10,000 worth of British equipment, which has been sold to a Belgian, visitors this year could participate in more events than ever before. These included attempts at underwater swimming in an 8-ft. deep internally illuminated glass tank, and learning to water ski in a simulator which moves the water while the skier remains stationery.

One of the most popular attractions stood right outside the entrance to the show – Sir Francis Chichester's Gipsy Moth IV, which attracted a constant queue of visitors who waited, even in the rain, to climb the rostrum and look at her. A full-size mock-up, including a replica of the cabin and equipment exactly as they were during Sir Francis's voyage, was inspected in greater comfort by visitors inside the exhibition hall. Single-handed sailing was also the theme of the British Royal Navy stand, which featured the sloop-rigged cruiser 'Spirit of Cutty Sark', which is entered for the 1968 Single-Handed Transatlantic Race. Another fascinating exhibit was the baby submarine 'Highlander', shown by Mr. Douglas Price, who hopes to become the first man to accomplish a single-handed 'semi-submerged' Atlantic crossing.

Painted bright orange for easy identification, the replica of the new, streamlined district headquarters operations room lookout on the Board of Trade/HM Coastguard stand made an attractive contrast to the boats of all shapes and sizes surrounding it, and the theme of the stand, 'Search and Rescue at Sea', was stressed by a short animated cartoon which attracted an amused and interested audience. Several uniformed coastguards were on hand to answer questions from visitors to the stand.

This year's Boat Show was opened by Dr. Borg Olivier, the Prime Minister of Malta. Malta inspired the ambitious central feature of the show – a typical Maltese harbour built up around the pool containing 18 new and particularly interesting boats and complete with Maltese buildings and traditional dghaisas (boats). In and around the pool daily fashion displays, canoeing and angling demonstrations have been taking place.

Open from 10 a.m. to 9 p.m. daily, the Show, organized for the SBBNF by National Boat Shows Ltd., and sponsored by the *Daily Express*, closes on January 13.

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INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA LONDON JAN 29 — FEB 2

Design Centre to display interior of new Cunarder

THE interior of the new Cunarder 'Queen Elizabeth 2' will be shown in an exhibition to be formally opened by HRH Princess Margaret, on February 20, at the Design Centre, 28 Haymarket, London, S.W.1. Called 'QE2 – A first look inside the new Cunarder' the exhibition will include full-size mock-ups of two cabins and will also illustrate – with diagrams, models and photographs – how restaurants, bars, lounges and other sections of the ship will look.

The exhibition, which will be open to the public from February 21 until March 23, is being arranged jointly by Cunard and the Council of Industrial Design.

Scotwear '68

FROM JANUARY 16 until April 11, the Scottish Council are organizing an exhibition of clothing (men's, women's and children's) and piece-goods made in Scotland. Under the title of 'Scotwear '68', the exhibition will be held at the Council's London offices at 2/4 King Street, St. James's, London, S.W.1. It will be open each week-day from 10 a.m. to 5 p.m. and will show all fabrics including knitwear, tweeds, mohair and denim. The Council expect that it will be of particular interest to overseas buyers in view of devaluation. This type of product ranks very high among Scottish exports, and it is for this reason that the exhibition has been organized under one roof.

Further details from Peter Dunn, Miss Chambers or Miss Willis of the Scottish Council. Tel. 01-839 6681.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions ***in*** *the United Kingdom are reminded that* ***they*** *are welcome to send posters and* ***brochures*** *about their Trade Fairs to Official Commercial Representatives Overseas. who* ***are always*** *anxious to publicize such events.*

But Commercial Representatives ***must*** *receive material on events* **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months* ***in*** *the* Board of Trade Journal.

RESERVED
IMBEX '68

The world's most extensive range of clothes for men and boys will be reserved for your inspection at IMBEX '68 – the International Men's and Boys' Wear Exhibition at Earls Court. Stylish male dress from around the world will be on display for five days to give you the chance of seeing all the latest designs, colours and materials that will set the trend in men's and boys' wear from now on.
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IMBEX '68 – where next year's big profit-makers are reserved for you!

INTERNATIONAL MEN'S & BOYS' WEAR EXHIBITION
DAILY 9.30 – 6. LAST DAY 9.30 – 2.
EARLS COURT, LONDON
26 FEBRUARY – 1 MARCH, 1968

Promoted by: Men's & Boys' Wear Exhibitions Ltd.
Sponsored by: The Clothing Manufacturers' Federation of Great Britain. The Shirt, Collar & Tie Manufacturers' Federation. The Tie Manufacturers' Association.
Supported by: The National Hosiery Manufacturers' Federation.
Organised by: Industrial & Trade Fairs Ltd., Commonwealth House, New Oxford St., London, W.C.1, England **Telephone:** 01-242 9011.
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Overseas Trade and Exports

TRADING OPPORTUNITIES IN AFRICA—3

Sell to The Gambia

By D. Higgins, Second Secretary (Commercial), British High Commission, Bathurst

THE GAMBIA is unique in many ways – the country boasts no traffic lights, no buildings large enough to merit a lift, no daily newspaper and no army, but it can also boast of a degree of stability which larger countries might envy. Not only is it the smallest country in Africa (and until the independence of Barbados, the Commonwealth's smallest member) but The Gambia is possibly Africa's last true democracy.

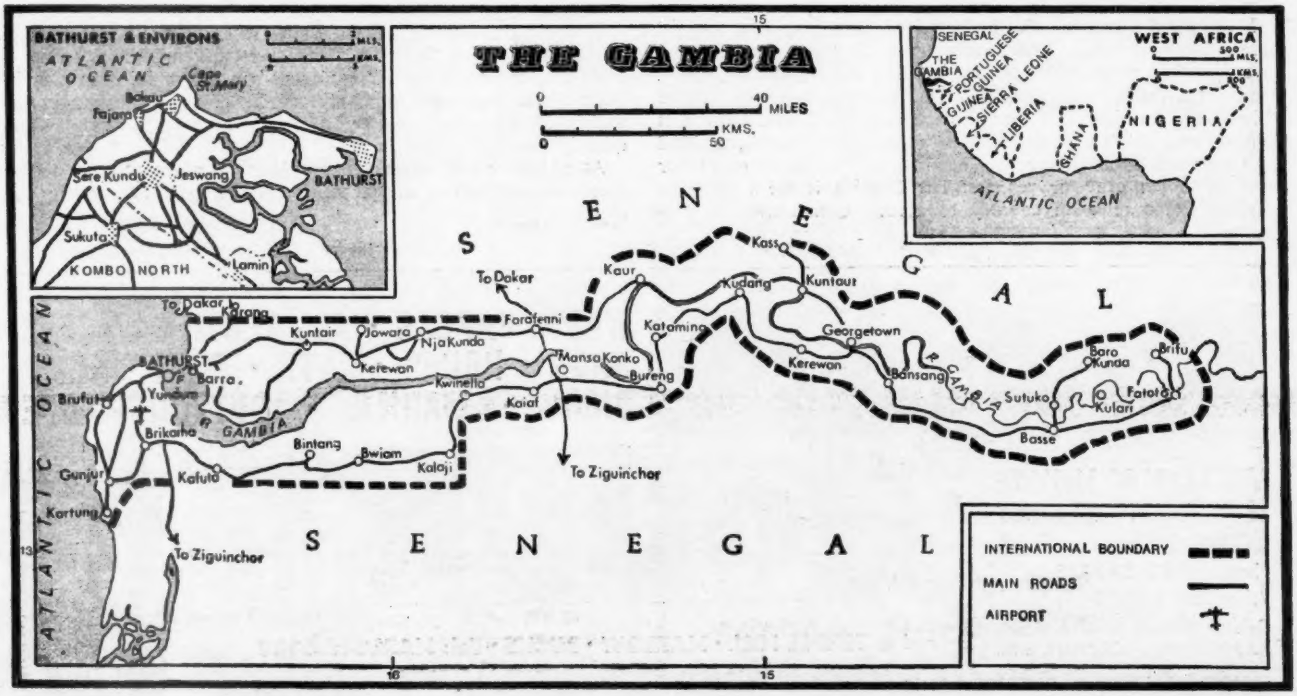
The Government (People's Progressive) Party have been in power since 1962. They won the last General Election in 1966 (the first since Independence in 1965) by a large majority and, barring a major split in their own ranks which seems unlikely, they need not face another General Election until 1971. The Government can therefore go ahead with their plans for development, which aim at promoting stability and some measure of advancement in The Gambia's economy. The Government's Development Plan for the four-year period up to mid-1971, to which the British Government have agreed to contribute £3.2 million by way of interest-free loans, aims at increasing the *per capita* income of £30-£35 by 5 per cent per annum for the country's estimated 340,000 people.

The Gambia relies to the extent of 95 per cent of its exports income, on the sale of groundnuts and groundnut products – an example of a mono-economy rivalled only by the Mauritians' dependence on sugar exports. A progressive Department of Agriculture aims at diversification, but sees the expansion of the groundnut – or peanut – crop as the main target in the agricultural sector.

With this in mind, concentration is on 'oxenization' – not yet mechanization in the groundnut fields. The success of agricultural policies has resulted in increased acreages tilled and large increases in the crop year by year. Already this year confident forecasts are being made of yet another record crop, which is now being harvested.

The harvesting period heralds the start of the 'trade season'. Business activity is concentrated in the five months December to April, and importers are busy stocking up in the preceding months. The extreme fluctuations in business activity are seen in the move-

(Continued on next page)


THE GAMBIA
0 40 MILES
0 50 KMS.
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MLS.
KMS.
ATLANTIC OCEAN
Cape St. Mary
Bakau
Fajara
Sere Kundu
Jeswang
BATHURST
Sukuta
Lamin
KOMBO NORTH
WEST AFRICA
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500 KMS.
SENEGAL
THE GAMBIA
PORTUGUESE GUINEA
GUINEA
SIERRA LEONE
LIBERIA
GHANA
NIGERIA
ATLANTIC OCEAN
SENEGAL
To Dakar
Karang
Kuntair
Jowara
Nja Kunda
Kerewan
Farafenni
BATHURST
Barra
Brufut
Yundum
Brikama
R. GAMBIA
Kwinella
Mansa Konko
Kaiaf
Bureng
Katamina
Kaur
Kass
Kudang
Kuntaur
Georgetown
Kerewan
Bansang
R. GAMBIA
Sutuko
Basse
Baro Kunda
Kulari
Fatoto
Brifu
Bintang
Bwiam
Kalaji
Kafuta
Gunjur
Kartung
To Ziguinchor
To Ziguinchor
ATLANTIC OCEAN
13
16
15
INTERNATIONAL BOUNDARY
MAIN ROADS
AIRPORT

SELL TO THE GAMBIA, *continued*

Left: The river boat 'Lady Wright 'is an important link between Bathurst and up-river districts. As well as passengers and cargo, it carries a travelling post office on board. Right: Bathurst street scene. The 'Keep Right' rule was introduced after Independence and with neighbouring Senegal's rule of the road in mind.

ments of currency – at the end of February, over £2 million in circulation, while four months later this has declined to just over £1 million.

In the year ending June 30, £6.3 million worth of exports almost paid for £7.1 million of imports; the value of exports was thus up 40 per cent and imports 20 per cent on the previous year. Consumer goods are always a large proportion of the imports – textiles for the fashion-conscious and beautifully dressed Gambian women, cigarettes and tobacco, and consumer durables of various kinds.

Britain is The Gambia's largest supplier; her share of the import bill is around £2½ million each year, representing about 40 per cent of all imports. Japan is second, though a long way behind with under 20 per cent of the market. The Gambia sells more groundnut oil and cake to Britain than to any other country.

Much of the merchandise imported finds its way into Senegal across the long border since, except near the coast, The Gambia is a mere 10 miles wide, almost splitting its neighbour in two. Under the influence of Senegal, The Gambia has switched to driving on the right two years before Sweden. Nonetheless it is British cars which are mostly seen on Gambian roads, assisted by Commonwealth preferences, the margins ranging from 2½ per cent to 15 per cent for vehicles. The Gambia is the only West African Commonwealth country to accord Commonwealth preferences. The average rate of import duty on consumer goods, from both Commonwealth and foreign sources, has remained constant for some years at about 23 per cent. Despite this, and customs duty is the largest element in Government revenue, revenues are buoyant and have exceeded estimates – and expenditure – by a large margin. The Crown Agents continue to purchase on Government account, while all imports from Britain come in under Open General Licence.

The Gambia, the first British colony in West Africa and the last to gain its independence, has no mineral wealth and so looks in other directions for development. It now seeks tourists – and is getting them. They, and British businessmen, will feel welcome as soon as they land at Bathurst's tiny airport. Friends greet the traveller even before Customs have had an opportunity to look him up and down!

Many businessmen include Bathurst in their West African itineraries by using the BUA Safari flight which includes an overnight stop at Las Palmas. Their goods can follow fairly quickly in ships of the West African Conference Lines and it takes approximately 10 days from the United Kingdom port. Bathurst is frequently the first port of call.

At a later stage, when the problems of payment have to be faced, no difficulties of exchange control exist to concern the exporter.

Robert Hough

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TRADE AND FINANCIAL ARRANGEMENTS

Devaluation abroad

THE FOLLOWING lists of countries which have devalued or which have decided not to devalue are based on information received up to the time the *Journal* went to press on January 9.

A. COUNTRIES WHICH HAVE DEVALUED (i.e. changes in parities to the United States $)

Name	Percentage	Local currency units per US $	Local currency units per £*
Aden (now People's Republic of South Yemen)	14·3	S.A. £0·416667	1·0
Barbados	14·3	E.C. $2·00000	4·8
Bermuda	14·3	Ber. £0·416667	1·0
Brazil (effective 4.1.68)	15·7	Cruz. 3·210000	7·70
British Honduras	14·3	B.H. $1·666667	4·0
Canary Islands	See Spain		
Cayman Islands	See Jamaica		
Ceylon	20·0	C.Rs. 5·95337	14·2881
Cyprus	14·3	Cyp. £0·41667	1·0
Denmark (including Faroe Islands)	7·9	D. Kr. 7·500000	18·0
Falkland Islands	14·3	Fal. £0·416667	1·0
Faroe Islands	See Denmark		
Fiji (from 27/11/67)	8·95	Fiji £0·435417	1·045
Gambia	14·3	Ga. £0·416667	1·0
Gibraltar	14·3	Gib. £0·416667	1·0
Guyana	14·3	G. $2·000000	4·8
Hong Kong	5·7	H.K. $6·06061	14·5455
Iceland (from 27/11/67)	24·6	I. Kr. 57·000	136·8
Irish Republic	14·3	Irish £0·416667	1·0
Israel	14·3	I. £3·50000	8·4
Jamaica	14·3	Jam. £0·416667	1·0
Leeward Islands (excluding British Virgin Islands)	14·3	E.C. $2·00000	4·8
Macao	5·7†	Pataca 6·06061	14·5455
Maldive Islands	See Ceylon		
Malawi	14·3	Mlw. £0·416667	1·0
Malta	14·3	Malta £0·416667	1·0
Mauritius (and Seychelles)	14·3	Rs. 5·55555	13·33
Muscat and Oman		Rs. 5·55555	13·33
Nepal (from 8/12/67)	24·75	N.Rs. 10·125	24·30
New Zealand (including Cook Islands and Niue)	19·45	$ N.Z. 0·892857	2·14286
St. Helena	14·3	£ Sterling 0·416667	1·0
Seychelles	See Mauritius		
Sierra Leone	14·3	Le. 0·833333	2·0
South Arabian Federation	See Aden		
Spain (including Canary Islands and Spanish Possessions)	14·3	Ptas. 70·0000	168·0
Trinidad and Tobago	14·3	T. & T. $2·00000	4·8
Turks and Caicos Islands	See Jamaica		
Windward Islands	14·3	E.C. $2·00000	4·8

*Converted at $2·4 = £1. †Percentage not officially announced.

B. COUNTRIES WHICH HAVE NOT DEVALUED (i.e. no change in parities to the United States $)

Name	Local currency units per US $	Local currency units per £
Abu Dhabi	B. Dinar 0·476	B.D. 1·14
Argentina	Pesos 350	Pesos 840
Australia	A. $0·893	A. $2·143
Austria	Sch. 26·0	Sch. 62·4
Bahamas	B. $1·02	B. $2·449
Bahrain	B. Dinar 0·476	B.D. 1·14
Belgium	B.Fcs. 50	B.Fcs. 120
Botswana	See South Africa	
British Solomon Islands	A. $0·893	A. $2·143
British Virgin Islands	US $1·0	US $2·40
Brunei	B. $3·06	B. $7·35
Burma	Kyats 4·76	Kyats 11·43
Cameroon	See former French African Territories	
Canada	Can. $1·081	Can. $2·595
Central African Republic	See former French African Territories	
Chad	See former French African Territories	
Christmas Islands	A. $0·893	A. $2·143
Congo (Brazzaville)	See former French African Territories	
Dahomey	See former French African Territories	
Dubai	See Qatar	
Ethiopia	Eth. $2·5	Eth. $6·0
Finland	N.M. 4·2	N.M. 10·08
Former French African Territories	CFA Fcs. 246·85	CFA Fcs. 592·45
France	F.Fcs. 4·937	F.Fcs. 11·849
Gabon	See former French African Territories	
German Federal Republic	DM 4·0	DM 9·6
Ghana	NC 1·020	NC 2·449
Gilbert and Ellice Islands	A. $0·893	A. $2·143
Greece	Dr. 30	Dr. 72
Guinea Republic (no IMF parity declared)	Gu. Fcs. 243·75	Gu. Fcs. 585
India	I. Rs. 7·5	I. Rs. 18·0
Iran	Rial 75·75	Rial 181·80
Iraq	I.D. 0·357	I.D. 0·857
Italy	Lire 625	Lire 1,500
Ivory Coast	See former French African Territories	
Japan	Y.360	Y.864
Jordan	J.D. 0·357	J.D. 0·857
Kenya	K Shs. 7·14.	K. Shs. 17·143
Kuwait	K.D. 0·357	K.D. 0·857
Lebanon	£ Leb. 3·23	£ Leb. 7·752
Lesotho	See South Africa	
Libya	£ L. 0·357	£ L. 0·857
Luxembourg	L. Fcs. 50	L. Fcs. 120
Malagasy Republic	Malagasy Fcs. 246·85	Malagasy Fcs. 592·45
Malaysia	M. $3·06	M. $7·35
Mali (no IMF parity declared)	Mali Fcs. 490	Mali Fcs. 1,176
Mauritania	See former French African Territories	
Mexico	Pesos 12·50000	Pesos 30·0
Morocco (including Tangier)	DH 5·06	DH 12·144
Nauru	See Australia	
Netherlands	Fls. 3·62	Fls. 8·688
New Guinea and Papua	See Australia	
New Hebrides	N.H. Fcs. 89·29	N.H. Fcs. 214·29
Niger	See former French African Territories	
Nigeria	£ N. 0·357	£ N. 0·857
Norway	N.Kr. 7·143	N. Kr. 17·143
Pakistan	P. Rs. 4·76	P. Rs. 11·43
Portugal (and Portuguese Overseas Territories, excluding Macao)	Esc. 28·75	Esc. 69·00
Qatar/Dubai	QD Rial 4·76	QD Rial 11·428
Reunion	CFA Fcs. 246·85	CFA Fcs. 592·45
Rhodesia	Rhod. £0·357	Rhod. £0·857
Sabah and Sarawak	M. $3·06	M. $7·35
Saudi Arabia	Riyals 4·5	Riyals 10·80
Senegal	See former French African Territories	
Singapore	S. $3·06	S. $7·35
South Africa (including South-West Africa and Swaziland)	Rand 0·714	Rand 1·714
Sudan	£S. 0·348	£S. 0·835
Sweden	S. Kr. 5·173	S. Kr. 12·416
Switzerland	S. Fcs. 4·37	S. Fcs. 10·495
Syria	£ Syr. 4·3	£ Syr. 10·32
Tanzania	T. Shs. 7·143	T. Shs. 17·143
Thailand	Baht 20·80	Baht 49·92
Togo	See former French African Territories	
Tonga	£ Tongan 0·893	£ Tongan 2·143
Trucial States (excluding Abu Dhabi)	See Qatar/Dubai	
Turkey	£ T. 9·0	£ T. 21·6
Uganda	U. Shs. 7·143	U. Shs. 17·143
Upper Volta	See former French African Territories	
UAR (Egypt)	£E. 0·348††	£E. 0·835††
USA	—	US $2·40
USSR	R. 0·9	R. 2·16
Venezuela	No IMF parity declared	
Vietnam (South)	No IMF parity declared	
Western Somoa	W.S. $0·714	W.S. $1·714
Yugoslavia	New Din. 12·5	New Din. 30
Zambia	£ Zam. 0·357	£ Zam. 0·857

† market rates – controlled rates are £ Syr. 3·82 = £ Syr. 9·168
†† Official rates – current selling rates are £E. 0·435 = £E. 1·044

The list of countries shown as not having devalued is based on official statements issued by the International Monetary Fund or statements issued by authorities in those countries. No information has been seen in respect of a large number of countries which have not, therefore, been listed.

Note

China (Mainland) has adjusted the bilateral exchange rate to conform with re-valued Hong Kong dollar: new rate is 40.2 JMP= 100 HK $.

Inquiries arising from this Notice should be referred to the Export Services Branch, Board of Trade, Room E42, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 478), quoting reference ESB 42505/67.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

New Zealand-Australia Free Trade Agreement

THE AUSTRALIAN Acting Minister for Trade and Industry recently announced that the Australian and New Zealand Governments had reached agreement on the undermentioned list of commodities to be added to Schedule A of the New Zealand-Australia Free Trade Agreement with effect from January 1, 1968. Details of the New Zealand-Australia Free Trade Agreement were published in the *Board of Trade Journal* on September 17, 1965 (page 638) and September 24, 1965 (page 704).

The decision to include these commodities finalizes the first of the regular reviews provided for in the Agreement for the purposes of broadening its trade coverage. During the course of the first review both Governments considered a common list of products, details of which were given in the *Board of Trade Journal* dated January 13, 1967 (pages 119-123).

The Australian Government subsequently sought the advice of the Tariff Board concerning the inclusion of tetanus vaccines, veterinary products, quilts and sleeping bags and decided to accept the Tariff Board's finding that inclusion of these goods would not be detrimental to Australian industry.

The inclusion on the list of beer, fire surrounds of stone other than marble, sheets of asbestos-cement decorated with artificial stone, clips, tags and rings of plastic materials for the identification of animals, birds or fish, certain articles of wood for domestic use and a number of the textile items, follows their consideration by the New Zealand Tariff Board.

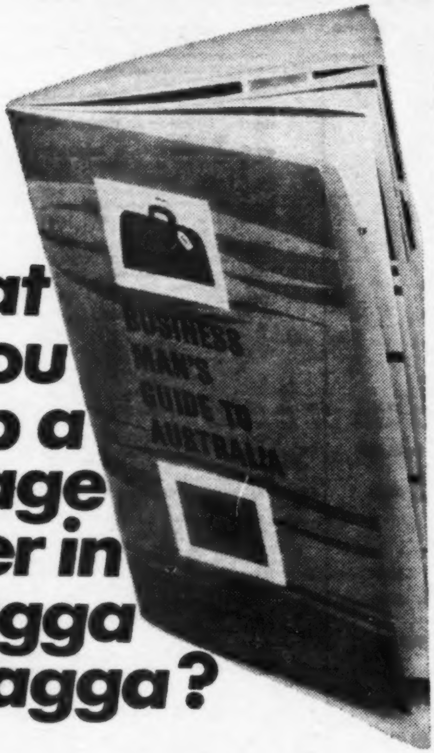
Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

Additions to Schedule A effective from January 1, 1968

Australian Tariff Item No.	Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
05.08	Bones and horn-cores, unworked defatted, simply prepared (but not cut to shape), treated with acid or degelatinized; powder and waste of these product	05.08.00
05.12	Coral and similar substances, unworked or simply prepared but not otherwise worked; shells, unworked or simply prepared but not cut to shape; powder and waste of shells	05.12.00
06.03	Cut flowers and flower buds of a kind suitable for buoquets or for ornamental purposes; fresh, dried, dyed, bleached, impregnated or otherwise prepared	06.03.01 06.03.09
Ex 08.01.1 Ex 08.01.29	Dates, bananas, coconuts, Brazil nuts, cashew nuts, pineapples, avocados, mangoes, guavas and mangosteens, fresh or dried, shelled or not: *Viz.:* Bananas, fresh, Dates dried	08.01.10 08.01.91
Ex 09.10.11 Ex 09.10.19 09.10.99	Thyme, saffron and bay leaves; other spices: *Not including:* Curry powder comprising a mixture of spices falling within this Chapter: Saffron: Ginger, unground; Thyme, saffron, bay leaves or other spices, ground	09.10.05
10.02	Rye	10.02.00
11.06	Flour and meal of sago and of manioc, arrowroot, salep and other roots and tubers falling within heading No. 07.06	11.06.00
Ex 12.01.3	Oil seeds and oleaginous fruit, whole or broken: *Viz.:* Ground-nuts (peanuts) in shell	12.01.11
12.07.1 12.07.2 12.07.3 Ex 12.07.4 Ex 12.07.91 Ex 12.07.99	Plants and parts (including seeds and fruit) of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal or similar purposes, fresh or dried, whole, cut, crushed, ground or powdered: *Not including:* Pyrethrum flowers, hellebore, derris root	12.07.09
Ex 12.10	Mangolds, swedes, fodder roots; hay, lucerne, clover, sainfoin, forage kale, lupines, vetches and similar forage products: *Viz.:* Lucerne meal	Ex 12.10.00
Ex 14.01	Vegetable materials of a kind used primarily for plaiting (for example, cereal straw, cleaned, bleached or dyed, osier, reeds, rushes, rattans, bamboos, raffia and lime bark): *Not including:* Raffia: Rattans	Ex 14.01.09
Ex 17.03	Molasses, whether or not decolorized: *Not including:* Treacle	17.03.02 17.03.09
19.08.9	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion: *Not including:* Biscuits	19.08.09
20.02.2 Ex 20.02.61 Ex 20.02.62 Ex 20.02.63 Ex 20.02.64 Ex 20.02.69	Vegetables prepared or preserved otherwise than by vinegar or acetic acid: *Viz.:* Capers, olives	20.02.01
22.03.1	Beer made from malt: *Not including:* Beer containing 2% or less of proof spirit	22.03.01 22.03.02
25.03	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur	25.03.00
25.15.1 25.15.91 25.15.99	Marble, travertine, ecaussine and other calcareous monumental and building stone of an apparent specific gravity of 2·5 or more and alabaster, including such stone not further worked than roughly split, roughly squared or squared by sawing	25.15.00
25.16.1 25.16.9	Granite, porphyry, basalt, sandstone and other monumental and building stone, including such stone not further worked than roughly split, roughly squared or squared by sawing	25.16.00
25.17.1 25.17.9	Pebbles and crushed or broken stone (whether or not heat-treated), gravel, macadam and tarred macadam, of a kind commonly used for concrete aggregates, for road metalling or for railway or other ballast; flint and shingle, whether or not heat-treated; granules and chippings (whether or not heat-treated) and powder of stones falling within heading No. 25.15 or 25.16	25.17.00
Ex 26.01.9	Metallic ores and concentrates and roasted iron pyrites: *Viz.:* Ores and concentrates of silver, platinum and platinum group metals	26.01.24
27.05	Retort carbon	27.05.00
Ex 28.01	Halogens (Fluorine, chlorine, bromine and iodine): *Viz.:* Fluorine	Ex 28.01.20
28.05.1 28.05.9	Alkali, alkaline-earth and rare earth metals; yttrium and scandium; mercury	28.05.10 28.05.90
28.32.1 Ex 28.32.9	Chlorates and perchlorates: *Not including:* Sodium chlorate	28.32.09
28.36	Dithionites, including those stabilized with organic substances; sulphoxylates	28.36.00
Ex 28.42.9	Carbonates and percarbonates; commercial ammonium carbonate containing ammonium carbamate: *Viz.:* Magnesium carbonate	28.42.23
28.51	Isotopes and their compounds, inorganic or organic, whether or not chemically defined, other than isotopes and compounds falling within heading No. 28.50	28.51.00
Ex 28.55	Phosphides: *Viz.:* Phosphides of metallic elements and of ammonia, arsenic, boron, silicon.	28.55.01
28.57.1 28.57.9	Hydrides, nitrides and azides, silicides and borides	28.57.00
29.10	Acetals and hemiacetals and single or complex oxygen-function acetals and hemiacetals, and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.10.00
29.17	Sulphuric esters and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.17.00
29.18	Nitrous and nitric esters, and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.18.00
29.26.2 29.26.9	Imide-function compounds and imine-function compounds: *Not including:* Saccharine and other benzoic sulphimides and their salts	29.26.09 29.26.09
29.29	Organic derivatives of hydrazine or of hydroxylamine	29.29.00
30.01.1 30.01.2 30.01.9	Organo-therapeutic glands or other organs, dried, whether or not powdered; organo-therapeutic extracts of glands or other organs or of their secretions; other animal substances prepared for therapeutic or prophylactic uses, not elsewhere specified or included	30.01.00
30.02	Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products	30.02.01 30.02.09
30.03.2 Ex 30.03.91	Medicaments (including veterinary medicaments): *Viz.:* Insulin compounds and preparations; insulin put up in measured doses or in forms or in packings of a kind sold by retail: Organo-therapeutic glands and other goods of heading No. 30.01 put up in measured doses or in forms or in packings of a kind sold by retail	30.03.05 30.03.06
Ex 32.07.9	Other colouring matter; inorganic products of a kind used as luminophores: *Viz.:* Lithopone	32.07.06
Ex 36.05.9	Pyrotechnic articles (for example, fireworks, railway fog signals, amorces, rain rockets): *Viz.:* Ships' rockets and other marine pyrotechnic signalling and similar articles	36.05.01
Ex 37.05.2	Plates, unperforated film and perforated film (other than cinematograph film), exposed and developed, negative or positive: *Viz.:* Slides for image projectors	37.05.01
38.15.1 38.15.2 38.15.9	Prepared rubber accelerators	38.15.00
Ex 39.06.1 Ex 39.06.2 Ex 39.06.9	Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn: *Viz.:* Powder, granules, flakes, blocks, lumps and similar bulk forms, monofil, rods and sticks; but *Not including:* Alginic acid, its salts and esters, linoxyn	39.06.21 39.06.29 39.06.41 39.06.49

Australian Tariff Item No.	Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
Ex 39.07.929 Ex 39.07.99	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06: *Viz.:* Clips, tags, rings and the like for the identification of animals, birds or fish	39.07.61
Ex 40.01.1 Ex 40.01.2 40.01.91 Ex 40.01.99	Natural rubber latex, whether or not with added synthetic rubber latex; pre-vulcanized natural rubber latex; natural rubber, balata, gutta-percha and similar natural gums: *Not including:* Creped or smoked. Goods of this heading compounded before coagulation otherwise than with carbon black or silica with or without the addition of mineral oil. Latex	40.01.04 40.01.09
Ex 41.05.9	Other kinds of leather, except leather falling within Heading No. 41.06, 41.07 or 41.08: *Viz.:* Deerskin leather	Ex 41.05.09
Ex 42.03.2 Ex 42.03.9	Articles of apparel and clothing accessories, of leather or of leather or of composition leather: *Viz.:* Coats, waistcoats and the like, of deerskin leather. Skirts of deerskin leather	42.03.15 42.03.17
42.06.11 42.06.19	Articles made from gut (other than silk-worm gut), from gold beater's skin, from bladders or from tendons: *Viz.:* Catgut and artificial catgut	42.06.01
44.02	Wood charcoal (including shell and nut charcoal), agglomerated or not	44.02.00
44.20	Wooden picture frames, photograph frames, mirror frames and the like	44.20.00
Ex 44.22.1 Ex 44.22.9	Casks, barrels, vats, tubs, buckets and other coopers' products and parts thereof, of wood, other than staves falling within heading No. 44.08: *Viz.:* Casks, barrels, vats, tubs, buckets and other completed coopers' products	44.22.03
44.24.1	Household utensils of wood: *Viz.:* Spoons and forks	Ex 44.24.09
44.26	Spools, cops, bobbins, sewing thread reels and the like, of turned wood	44.26.00
44.27.11 44.27.19 44.27.2 44.27.31 44.27.32 44.27.33 44.27.39 44.27.49 44.27.9	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood	44.27.01 44.27.02 44.27.09
44.28.2 Ex 44.28.9 ar	Other articles of wood: *Viz.:* Beehives and frames therefor, including unassembled components for use in the assembly thereof. Oars and paddles	44.28.04 44.28.07
45.01.11 45.01.19 45.01.9	Natural cork, unworked, crushed, granulated or ground; waste cork	45.01.00
48.10.1 48.10.9	Cigarette paper, cut to size, whether or not in the form of booklets or tubes	48.10.10 48.10.09
48.11.1 48.11.91 48.11.99	Wallpaper and lincrusta; window transparencies of paper .	48.11.01 48.11.02 48.11.09
Ex 49.07.1	Unused postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp impressed paper; banknotes, stock, share and bond certificates and similar documents of title; cheque books: *Viz.:* Stamps	49.07.01
Ex 50.10.1 Ex 50.10.311 Ex 50.10.319 Ex 50.10.41 Ex 50.10.491 Ex 50.10.499	Woven fabrics of noil silk: *Viz.:* Wholly of noil silk	50.10.06
Ex 51.01.1	Yarn of man-made fibres (continuous), not put up for retail sale: *Viz.:* Sewing thread of regenerated fibres	51.01.21
Ex 51.03.1	Yarn of man-made fibres (continuous), put up for retail sale: *Viz.:* Sewing thread of synthetic fibres	51.03.11
Ex 52.01	Metallized yarn, being textile yarn spun with metal or covered with metal by any process: *Not including:* Yarn containing sheeps' or lambs' wool or fine animal hair: Sewing, knitting, darning, embroidery and crochet thread	52.01.09
Ex 54.03.1 Ex 54.03.21 Ex 54.03.29 Ex 54.03.311 Ex 54.03.319 Ex 54.03.391 Ex 54.03.393 Ex 54.03.399	Flax or ramie yarn, not put up for retail sale: *Viz.:* Sewing threads of flax	54.03.01
Ex 54.04.1 54.04.211 54.04.219 Ex 54.04.911 Ex 54.04.912 Ex 54.04.919	Flax or ramie yarn, put up for retail sale: *Viz.:* Sewing threads of flax	54.04.01
Ex 55.07	Cotton gauze: *Not including:* Unbleached, not mercerized	55.07.21 55.07.29
Ex 55.09	Other woven fabrics of cotton: *Viz.:* Unbleached fabrics, not being fabrics that: (a) are mercerized: (b) contain sheep's or lambs's wool or fine animal hair; or (c) weigh more than 5½ ounces per square yard and contain man-made discontinuous fibres. Being fabrics that: Have a raised nap on one or both sides. Bleached or mercerized fabrics, not being fabrics that: (a) contain sheep's or lamb's wool or fine animal hair; (b) weigh more than 5½ ounces per square yard and contain man-made discontinuous fibres; or (c) have been assembled by sewing, gumming or otherwise. Being fabrics that: Are bleached or dyed and have a raised nap on one or both sides . .	55.09.06 55.09.17 55.09.44 55.09.45 55.09.47 55.09.48
Ex 57.09.1 Ex 57.09.9	Woven fabrics of true hemp: *Not including:* Fabrics assembled by sewing, gumming, or otherwise .	57.09.09
Ex 62.05.9	Other made up textile articles (including dress patterns): *Viz.:* Cheese cloths and caps	62.05.07
63.01	Clothing, clothing accessories, travelling rugs and blankets, household linen and furnishings, articles (other than articles falling within heading No. 58.01, 58.02 or 58.03), textile materials, footwear and headgear of any material, showing signs of appreciable wear and imported in bulk or in bales, sacks or similar bulk packings . . .	63.01.00
63.02	Used or new rags, scrap twine, cordage, rope and cables and worn out articles of twine, cordage, rope or cables . .	63.02.00
67.03	Human hair, dressed, thinned, bleached or otherwise worked; wool or other animal hair prepared for use in making wigs and the like	67.03.00
Ex 68.02.99	Worked, monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within Chapter 69: *Viz.:* Balls for crushing mills. Fire surrounds of stone other than marble. . .	68.02.01 68.02.03
Ex 68.12	Articles of asbestos-cement, of cellulose fibre-cement or the like: *Viz.:* Sheets of asbestos-cement decorated with artificial stone	68.12.06
Ex 70.10.2	Carboys, bottles, jars, pots, tubular containers and similar containers, of glass, of a kind commonly used for the conveyance or packing of goods; stoppers and other closures, of glass: *Viz.:* Stoppers and other closures, plain and unornamental .	70.10.03
Ex 70.14.99	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass: *Viz.:* Magnifying glasses	70.14.08
71.01.1 71.01.9	Pearls, unworked or worked but not mounted, set or strung (except ungraded pearls temporarily strung for convenience of transport)	71.01.00
Ex 71.09.1 Ex 71.09.91 Ex 71.09.99	Platinum and other metals of the platinum group, unwrought or semi-manufactured: *Not including:* Ingots and other primary forms . . .	Ex 71.09.01 71.09.09
Ex 71.11	Goldsmiths', silversmiths' and jewellers sweepings, residues, lemels, and other waste and scrap, of precious metal: *Viz.:* Of silver or platinum group metals	71.11.10
Ex 71.14.1 Ex 71.14.9	Other articles of precious metal or rolled precious metal: *Viz.:* Retorts, dishes and other apparatus for technical or laboratory use	71.14.01
Ex 72.01	Coin: *Not including* Gold	72.01.20 72.01.31 72.01.39
Ex 73.40.999	Other articles of iron or steel: *Viz.:* Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds or fish . .	73.40.43
Ex 74.19.91 Ex 74.19.99	Other articles of copper: *Viz.:* Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds or fish .	74.19.01
Ex 76.16.9	Other articles of aluminium: *Viz.:* Nose rings for animals; clips, tags, rings and the like for the identification of animals, birds or fish: Turnbuckles, thimbles for eye-splices, boathooks. Fittings for ships, boats and other vessels .	76.16.05 76.16.12 76.16.13 76.16.14
78.04.2	Lead foil (whether or not embossed, cut to shape, perforated, coated, printed, or backed with paper or other reinforcing material), of a weight (excluding any backing) not exceeding 1,700 g/m^2; lead powders and flakes: *Viz.:* Lead powders and flakes	78.04.09

(Continued on next page)



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*

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Australian Tariff Item No.	Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
Ex 80.02.11 Ex 80.02.22	Wrought bars, rods, angles, shapes and sections, of tin; tin wire: *Viz.:* Solder	80.02.01
82.01.11 Ex 82.01.12 Ex 82.01.19 82.01.31 Ex 82.01.39 at	Hand tools, the following: spades, shovels, picks, hoes, forks, and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry: *Viz.:* Spades. Shovels. Forks. Pruning shears	82.01.01 82.01.02 82.01.03 82.01.04 82.01.06 82.01.22
Ex 82.03.9	Hand tools, the following: pliers (including cutting pliers), pincers, tweezers, tinmen's snips, bolt croppers and the like; perforating punches; pipe cutters; spanners and wrenches (but not including tap wrenches); files and rasps: *Viz.:* Pliers, animal-marking, pliers for use in attaching clips, tags, rings and the like to animals . . .	82.03.04
82.04.11 82.04.12 Ex 82.04.92	Hand tools, including mounted glaziers diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories for, and parts of, machine tools; portable forges; grinding wheels mounted on frame works (hand or pedal operated): *Viz.:* Knife sharpening steels. Blow lamps. Grinding wheels mounted on frameworks . . .	82.04.12 82.04.15 82.04.29
82.12.1 82.12.9	Scissors (including tailors' shears), and blades therefor .	82.12.00
Ex 82.13.19	Other articles of cutlery (for example, secateurs, hair clippers, butchers' cleavers, paper knives); manicure and chiropody sets and appliances (including nail files): *Viz.:* Secateurs	82.13.01
83.07 Ex 83.07.999	Lamps and lighting fittings of base metal, and parts thereof, of base metal (excluding switches, electric lamp holders, electric lamps for vehicles, electric battery or magneto lamps, and other articles falling within Chapter 85 except heading No. 85.22): *Viz.:* Lamps, and parts thereof, specially designed for the following uses: Miners' safety lamps; harbour and airport beacons and in lighthouses; ship and aircraft navigation lamps	83.07.01
Ex 84.06.41 Ex 84.06.42 Ex 84.06.51 Ex 84.06.521 Ex 84.06.522 Ex 84.06.54 Ex 84.06.592 Ex 84.06.599	Internal combustion piston engines: *Viz.:* Marine engines (other than outboard engines): Parts (other than pistons, cylinder sleeves, piston rings, mufflers, carburettors, or governors) for engines other than aircraft or vehicle engines .	84.06.23 84.06.24 84.06.48 84.06.49
Ex 84.08.9	Other engines and motors: *Viz.:* Marine jet propulsion units	Ex 84.08.30
Ex 84.20.9	Weighing machinery (excluding balances of a sensitivity of 5 cg or better), including weight-operated counting and checking machines; weighing machine weights of all kinds: *Viz.:* Machines designed only for weighing livestock . .	84.20.05 84.20.06
Ex 84.40.33	Machinery for washing, cleaning, drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up textile articles (including laundry and dry-cleaning machinery); fabric folding, reeling, or cutting machines; machines of a kind used in the manufacture of linoleum or other floor coverings for applying the paste to the base fabric or other support; machines of a type used for printing a repetitive design, repetitive words or overall colour on textiles, leather, wallpaper, wrapping paper, linoleum or other materials, and engraved or etched plates, blocks or rollers therefor: *Viz.:* Shirt-folding machines	84.40.31
Ex 84.45.49	Machine-tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50: *Viz.:* Wire-drawing machines	84.45.11 84.45.12
Ex 84.54.1 Ex 84.54.4	Other office machines (for example hectograph or stencil duplicating machines, addressing machines, coin-sorting machines, coin-counting and wrapping machines, pencil-sharpening machines, perforating and stapling machines: *Viz.:* Perforating and stapling machines	84.54.06
Ex 84.59.999	Machinery and mechanical appliances (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter: *Viz.:* Floor polishers and scrubbers, combined. Marine stern-drive transmission units. Fluid energy grinding mills	84.59.25 84.59.26 84.59.27
84.60	Moulding boxes for metal foundry; moulds of a type used for metal (other than ingot moulds), for metallic carbides, for glass, for mineral material (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials	84.60.01 84.06.09

Australian Tariff Item No.	Description of Goods (Expressed in terms of Brussels Tariff Nomenclature)	New Zealand Tariff Item No.
85.05.1	Tools for working in the hand, with self-contained electric motor: *Viz.:* Textile cutters	85.05.05
85.10.91 85.10.99	Portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09: *Viz.:* Flashlights or torches	85.10.03
Ex 85.22.9	Electrical goods and apparatus (except those suitable for use solely or principally as parts of other machines or apparatus), not falling within any other heading of this Chapter: *Viz.:* Electric fence controllers	85.22.21
Ex 85.24.91 Ex 85.24.99	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes: *Viz.:* Welding electrodes	85.24.01
Ex 90.05	Refracting telescopes (monocular or binocular), prismatic or not: *Not including:* Binoculars	90.05.09
Ex 90.08.1 90.08.21 Ex 90.08.22 Ex 90.08.29	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles: *Viz.:* Cameras, other than 35 mm. Projectors, other than 16 mm.	90.08.02 90.08.04
90.11	Microscopes and diffraction apparatus, electron and proton.	90.11.00
90.13.1 90.13.21 90.13.29 90.13.4 Ex 90.13.9	Optical appliances and instruments (but not including lighting applainces other than seachlights or spotlights), not falling within any other heading of this Chapter: *Not including:* Transparency slide viewers. Stereoscopes. Mirrors, glass, mounted, optically worked.	90.13.05 90.13.09
Ex 90.20.2	Apparatus based on the use of X-rays or of the radiations from radioactive substances (including radiography and radio-therapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like: *Viz.:* X-ray generators	90.20.01
90.23.11 90.23.191 90.23.199 90.23.91 90.23.99	Hydrometers and similar instruments; thermometers, pyrometers, barometers, hygrometers, psychrometers, recording or not; any combination of these instruments	90.23.00
91.01.1 91.01.2 91.01.9	Pocket-watches, wrist-watches and other watches, including stop-watches	91.01.00
91.02.1 91.02.9	Clocks with watch movements (excluding clocks of heading No. 91.03)	91.02.01 91.02.09
Ex 91.03	Instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels: *Not including:* Vehicle chronographs	91.03.09
91.09.11 91.09.191 91.09.199 91.09.9	Watch cases and parts of watch cases, including blanks thereof	91.09.00
91.10.1 91.10.9	Clock cases and cases of a similar type for other goods of this Chapter, and parts thereof	91.10.00
92.06.11 92.06.19 92.06.2 92.06.9	Percussion muscial instruments (for example. drums, xylophones. cymbals. castanets)	92.06.00
92.07.19 Ex 92.07.9	Electro-magnetic, electrostatic, electronic and similar musical instruments (for example pianos. organs, accordians): *Not including:* Electronic organs	92.07.09
Ex 92.08.9	Musical instruments not falling within any other heading of this Chapter (for example, fairground organs, mechanical street organs, musical boxes, musical saws); mechanical singing birds; decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswains' pipes): *Not including:* Muscial boxes. Mechanical singing birds. Decoy calls and effects of all kinds. Mouth-blown sound signalling instruments (for example, whistles, and boatswains' pipes)	92.08.09
92.11.12	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads; television image and sound recorders and reproducers magnetic: *Viz.:* Office dictating machines and reproducers, ancillary thereto	92.11.01 92.11.08
93.04.11 93.04.19 93.04.2 93.04.311 93.04.319 93.04.321 93.04.329 93.04.391 93.04.399 93.04.4 Ex 93.04.91 Ex 93.04.99	Other firearms, including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like: *Not including:* Rifles, 7·62 mm. calibre which chamber 7·62 mm. NATO cartrdiges and the sporting equivalent of of such cartridges. Harpoon guns. Humane killers, captive bolt. Line-throwing guns.	93.04.01 93.04.02 93.04.04 93.04.09
Ex 93.06.11 Ex 93.06.19 Ex 93.06.2 93.06.911 93.06.912 Ex 93.06.919 93.06.921 93.06.922 93.06.929 93.06.93 Ex 93.06.991 Ex 93.06.999	Parts of arms, including roughly sawn gun stock blocks and gun barrel blanks, but not including parts of side-arms: *Viz.:* Parts of arms falling within heading No. 93.04 or 93.05	93.06.20
94.04.11 Ex 94.04.9	Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed or internally fitted with any material or of expanded, foam or sponge rubber of expanded, foam or sponge artificial plastic whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows): *Viz.:* Quilts, eiderdowns, bedspreads, sleeping bags, stuffed with feathers or down	94.04.03 94.04.05
Ex 95.05.2	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or other animal carving material: *Viz.:* Cameos, unmounted	95.05.03
95.08.1 95.08.2 Ex 95.08.9	Moulded or carved articles of wax, of stearin, of natural gums or natural resins (for example, copal or rosin) or of modelling pastes, and other moulded or carved articles not elsewhere specified or included; worked unhardened gelatin (except gelatin falling within heading No. 35.03) and articles of unhardened gelatin: *Not including:* Imitation flowers and leaves. Imitation fruits and sweets; busts, heads, figures, statuettes; imitation pearls and other jewellery of wax. Gelatin in other than rectangular sheets, not being identifiable as parts of articles.	95.08.03 95.08.09
96.02.15 Ex 96.02.9	Other brooms and brushes (including brushes of a kind used as parts of machines); paint rollers; squeegees (other than roller squeegees) and mops: *Viz.:* Brushes and mops for cleaning firearms	96.02.13
98.06.1 98.06.9	Slates and boards, with writing or drawing surfaces, whether framed or not	98.06.00
98.11.11 98.11.19	Smoking pipes; pipe bowls, stems and other parts of smoking pipes (including roughly shaped blocks of wood or root); cigar and cigarette holders and parts thereof: *Viz.:* Smoking pipes	98.11.01
99.02	Original engravings, prints and lithographs	99.02.00
99.05	Collections and collectors' pieces of zoological, botanical, mineralogical, anatomical, historical, archaeological, paleontological. ethnographic or numismatic interest	99.05.00

Norway and Poland

A TRADE AGREEMENT between Norway and Poland for the period January 1, 1968, to December 31, 1970, was signed in Oslo on September 21, 1967, and provides for annual Protocols indicating quantities and values of goods to be exchanged.

Under this agreement Norwegian exports to Poland will include fish and fish products, chemical products, including p.v.c. and liquid chlorine, chemical viscose and paper pulp, textiles, iron ore, pig iron, rolling mill products, non-ferrous metals, machinery, including ships' equipment, ferro-alloys and steel ropes.

Poland will export to Norway mineral oils and various textile goods. Other Polish commodities for export to Norway were not specified. All payments are to be effected in free convertible currency in accordance with the Payments Agreement of October 30, 1964.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61), quoting reference CRE 5748.

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Addition to restrictions on imports of livestock etc. from the UK

THE Animal Health Division of the Ministry of Agriculture, Fisheries and Food, have announced the following addition to the list of restrictions on imports of livestock, etc., from the United Kingdom published in previous issues of the *Journal*, following the recent outbreak of foot-and-mouth disease.

Venezuela

Prohibited

All livestock, including horses, until further notice.

(See also Cyprus on page 141 of this issue).

Prohibition of certain postal imports into Czechoslovakia

THE CZECHOSLOVAK postal administration has stated that because of the risk of foot and mouth disease it has decided to prohibit the importation into Czechoslovakia by post from the United Kingdom, the Channel Islands and the Isle of Man of (a) all animal products including furs and (b) all goods of whatever nature coming from an infected area or from within a radius of 12 and a half miles of such an area. This prohibition which applies equally to items such as gifts, should be brought to the notice of anyone known to be interested in sending parcels or packets to Czechoslovakia.

Parcels and packets containing these prohibited articles are liable to be returned to sender or possibly to be confiscated in Czechoslovakia.

Norway and Rumania

A NEW TRADE agreement between Norway and Rumania covering the period January 1, 1968, to December 31, 1970, was signed in Oslo during October 1967.

The validity of the agreement may be extended automatically for a period of one year unless notice of termination has been given by one of the Governments three months before its expiry.

The agreement has lists associated with it which indicate the goods that will be exchanged, although no values are given. Other items not included on the lists may also be exchanged. Payments are to be made in free convertible currency.

Further information with regard to the goods listed may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61, quoting reference CRE/6249/G.

Algeria and Iraq

THE ALGERIAN *Journal Officiel* of December 12, 1967, announced the signing on October 18, 1967, of a trade agreement between Algeria and Iraq.

Algerian exports to Iraq may include citrus fruits, olive oil, wines, meat, tobacco, cork, carpets, footwear, various minerals including iron ore and tractors. Iraqi exports to Algeria include soap, cement, cigarettes, paper, razor blades, electrical goods, clothing and vegetable oils.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408 or 423).

Italy and Iraq

THE ITALIAN Minister of Foreign Trade has announced that the Trade Agreement with Iraq signed in Baghdad on September 30, 1963, has been tacitly renewed for a further year from December 1, 1967.

A previous notice appeared in the *Board of Trade Journal* of December 23, 1966, page 1585. Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), quoting CRE 2498/G.

The Board of Trade

Export Service Bulletin

issued daily Monday to Friday inclusive

Contents

Market Pointers
Market Reports
Export Opportunities
Calls for Tenders
General Notices

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Export Services Branch, Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4
(Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate Ldn.)

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 404 *and* 406. *Telex* 886143 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.*

ARGENTINA

Astilleros y Fabricas Navales Del Estado:

(5/68) Depth Gauges. (Further Information.) **E.S.B.** 43201/67.*

(5/68) Heat Exchangers. (Further Information.) **E.S.B** 43202/67.*

(5/68) Control Equipment. (Further Information.) E.S.B. 41249/67.*

(5/68) Smoke Detector; Fire Extinguishers. (Further Information.) E.S.B. 41270/67.*

Servicions Electricos Del Gran Buenos Aires:

(4/68) Choking Coils. February 1. E.S.B. 46194/67.*

(5/68) Radio and Telecommunications Equipment. (Further Information.) Closing date postponed to February 12. E.S.B 42782/67.*

AUSTRALIA

Brisbane City Council:

(2/68) Radio Telephone Communication Unit. February 2. E.S.B. 46123/67.*

(2/68) Underground Cable. February 9. E.S.B. 46122/67.*

(6/68) Construction of Motel for Central Business Board. February 29. E.S.B. 951/68.

(3/68) Construction of Tunnels, Station and Appurtenant Works for Eastern Suburbs Railways. (Further Information.) A brochure containing preliminary information now available. E.S.B. 43679/67.*

(3/68) Electric Sub-stations for Hydro-Electric Commission, Hobart. March 4. E.S.B. 46135/67.

Melbourne and Metropolitan Board of Works:

(3/68) Construction of Marine Outfalls. (Further Information.) Tender documents now available. E.S.B. 45998/67.*

(3/68) Sludge Digestion Equipment. (Further Information.) Tender documents now available. E.S.B. 45997/67.*

Northern Electricity Authority of Queensland:

(2/68) Surge Diverters. February 21. E.S.B. 46115/67.*

(2/68) Switchgear. February 21. E.S.B. 46124/67.*

(1/68) Boiler Automatic Controls and Instrumentation for Southern Electric Authority of Queensland. March 8. E.S.B. 40796/67.*

State Electricity Commission of Victoria:

(3/68) Generators. (Further Information.) Tender documents with drawings now available E.S.B. 45990/67.*

(3/68) Gas Chromatograph and Accessories. (Further Information.) Tender documents now available. E.S.B. 45988/67.*

(2/68) Oil Circuit Breakers. January 25. E.S.B. 46121/67.*

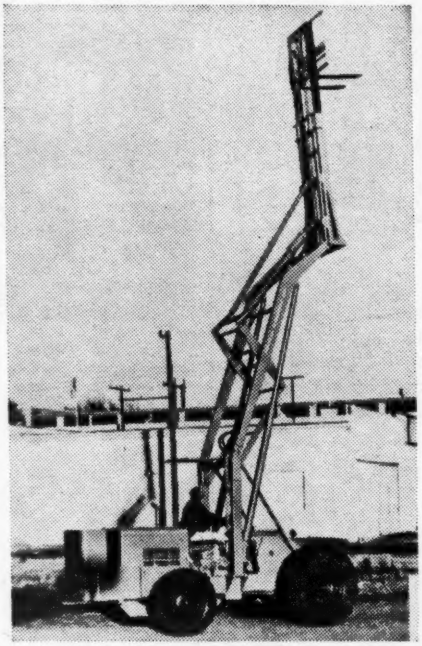
(3/68) Transformers. (Further Information.) E.S.B. 45989/67.*

(5/68) Flow Meter for Town Clerk, Town Hall. January 26. E.S.B. 793/67.*

(3/68) Disc Wheels for Victorian Railways. (Further Information.) Tender documents now available. E.S.B. 45131/67.

BELGIUM

(5/68) Steel Armchairs for Headquarters, **S.H.A.P.E.** January 30. E.S.B. 915/68.*



The Econmobile heavy duty hydraulic loader introduced by Moodyplant, the plant hire sales and service division of the Moody Group of building companies of Shenfield, Essex, has proved so successful as a building aid in the United Kingdom that Moodyplant plan to market it on the Continent. Mr. William Heath, technical director of Moodyplant, said: 'Agreement has now been reached for us to manufacture the Econmobile in the United Kingdom, and this will enable us to make it available more cheaply on the Continent. We are making arrangements for distributors for the Econmobile so that a full servicing facility will be available for customers.'

BRAZIL

(3/68) Insulators and Pins for Companhia Auxiliar de Empresas (Further Information.) Tender documents now available. E.S.B. 45949/67.

(5/68) Grain Silo for Departmento Nacional de Portos e Vias Navegavais. March 7. E.S.B. 40797/67.

BURMA

(4/68) Pipes and Fittings; Valves for Electricity Supply Board February 8. E.S.B. 709/68.*

Government Dockyard:

(5/68) Engineers' Tools. January 25. E.S.B. 939/68.*

(5/68) Tools. January 25. E.S.B. 938/68.*

(6/68) Tools. January 31. E.S.B. 941/68.*

(6/68) Steel; Tools. January 25. E.S.B. 940/68.*

Irrigation Department:

(5/68) Concrete Buckets. February 5. E.S.B. 902/68.*

(5/68) Fibre Helmets. February 5. E.S.B. 901/68.*

(5/68) Pipe Manufacturing Plant. February 5. E.S.B. 790/68.*

Industrial Development Corporation:

(5/68) Billets; Sheet Bars; Hard Drawn Wire. February 9. E.S.B. 913/68.*

(5/68) Pumps. January 31. E.S.B 933/68*

(5/68) Cylindrical Tanks. January 31. E.S.B. 784/68.*

(3/68) Oil Storage Tanks. January 31. E.S.B. 46149/67.*

(3/68) Air Compressors. January 31. E.S.B. 46150/67.*

(3/68) Air Compressor; Packing Plant Conveyor. January 31. E.S.B. 46151/67.*

(6/68) Power Station Auxiliary Equipment. January 31. E.S.B. 932/68.*

(3/68) Tyres, Tubes and Flaps. January 31. E.S.B. 46152/67.*

Ministry of Defence:

(6/68) Water Trucks. January 25. E.S.B. 799/68.*

(5/68) Fire-Fighting Vehicles. January 25. E.S.B. 797/68.*

Myanma Export Import Corporation.

(6/68) Asbestos Fibre. January 26. E.S.B. 931/68.*

(5/68) Chicory Powder. January 25. E.S.B. 903/68.*

(6/68) Locks; Buttons; Suitcase Handles. January 27. E.S.B. 935/68.*

(6/68) Steel Strips and Hoops. January 27. E.S.B. 934/68.*

(4/68) V-belts. February 28. E.S.B. 701/68.*

People's Oil Industry:

(6/68) Abrasive Materials. February 28. E.S.B. 930/68.*

(6/68) Brass Compression Fittings. January 31. E.S.B. 909/68.*

(6/68) Pliers. January 31. E.S.B. 922/68.*

(6/68) Belting. February 28. E.S.B. 926/68.*

(6/68) Nozzles; Oil Cans and Pressure Lubricators. February 28. E.S.B. 927/68.*

(6/68) Vehicles. February 5. E.S.B. 928/68.*

(4/68) Calculating Machine. January 31. E.S.B. 710/68.*

(3/68) Cable. February 10. E.S.B. 46145/67.*

(3/68) Builders' Hardware. February 28. E.S.B. 46143/67.*

(3/68) Electrical Supplies. February 10. E.S.B. 46144/67.*

(4/68) Felt; Leather. February 28. E.S.B. 716/68.*

(4/68) Hand Tools. January 31. E.S.B. 714/68.*

(5/68) Cocks; Valves. January 31. E.S.B. 914/68.*

(5/68) Belting. January 31. E.S.B. 920/68.*

(5/68) Micrometer Calipers. January 31. E.S.B 921/68.*

(5/68) Lead Pipes. January 31. E.S.B. 904/68.*

(5/68) Telecommunication Equipment Spares. January 31. E.S.B. 906/68.*

(5/68) Batteries. January 31. E.S.B. 907/68.*

(5/68) Tubing. January 31. E.S.B. 908/68.*

(5/68) Brushes. January 31. E.S.B 911/68.*

(5/68) Padlocks. January 31. E.S.B. 912/68.*

(4/68) Pumps. January 31. E.S.B. 702/68,* 711/68* and 712/68.*

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†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10s.

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(*Continued from page* 119)

(4/68) Pumps. January 31. E.S.B. 713/68.*
(4/68) Cement. January 25. E.S.B. 715/68.*
(4/68) Process Control Instrument. January 31. E.S.B. 721/68.*
(4/68) Tubing. January 24. E.S.B. 705/68.*
(4/68) Steel Casing and Tubing. January 24. E.S.B. 706/68.*
(4/68) Vehicle Spare Parts. February 28. E.S.B. 703/68.*
(6/68) Vehicle Spare Parts. January 31. E.S.B. 929/68.*

Union of Burma Railway Board:
(4/68) Laundry Equipment. March 25. E.S.B. 717/68.*
(5/68) Ladle Mortar. March 25. E.S.B. 792/68.*
(5/68) Electro-Cardiogram. March 28. E.S.B. 783/68.*
(4/68) M.S. Channels and Bars. March 25. E.S.B. 704/68.*
(5/68) Resin. March 28. E.S.B. 782/68.*

CANARY ISLANDS

(1/68) Road Works for Ministerio de Obras Publicas. (Further Information.) Tender documents now available. E.S.B. 45126/67.*

CEYLON

(1/68) Machinery and Plant for Ceylon Fisheries Corporation. February 15. E.S.B. 40780/67.*

(5/68) Diesel Train Units; Air Conditioning Units for Ceylon Government Railway. (Further Information.) Tender documents now available from Crown Agents. E.S.B. 46177/67.

(3/68) Diesel Train Unit; Air Conditioning Units for Ceylon Railway Department. March 22. E.S.B. 46177/67.

(3/68) C.I. Pipes and Specials for Colombo Municipal Council. February 8. E.S.B. 46178/67.*

(1/68) Steel Bars and Sheets for Ceylon State Hardware Corporation. (Further Information.) Tender documents now available. E.S.B. 45198/67.*

(3/68) Cotton Canvas for Department of Government Stores. (Further Information.) Tender documents now available. E.S.B. 45199/67.

(5/68) Soda Ash; Kraft Paper for Eastern Paper Mills Corporation. February 15 E.S.B. 794/68.

(5/68) Plastic Pipes and Fittings for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 46176/67.*

(3/68) Office Equipment for River Valleys Development Board. (Further Information.) Tender documents now available. E.S.B. 45130/67.*

(3/68) Plastic Pipes and Fittings for Tender Board, Ministry of Finance. February 2. E.S.B. 46176/67.

COLOMBIA

Empresa Nacional de Telecomunicaciones:
(3/68) Copper Conductor. February 15. E.S.B. 46158/67.*
(3/68) Generating Plant. February 15. E.S.B. 46159/67.*
(3/68) Electronic Valves. February 15. E.S.B. 46160/67.*

Interconexion Electrica S.A.:
(3/68) Transmission Lines. April 15. E.S.B 46162/67.
(5/68) Transformers. March 18. E.S.B. 748/68.

(3/68) Hydroelectric Plant and Materials for Empresa de Energia Electrica. March 15. E.S.B. 46163/67.

COSTA RICA

(5/68) Electrical Equipment for El Instituto Costarricense de Electricidad. March 13. E.S.B. 772/68.*

ECUADOR

(4/68) Hydro Electric Unit for Empresa Electrica Ambato S.A. Closing date postponed to February 5. E.S.B. 39493/67.

ETHIOPIA

(2/68) Radio Communications Equipment for Imperial Board of Telecommunications. January 24 E.S.B 46111/67.*

(2/68) Veterinary Drugs and Equipment for Ministry of Agriculture. January 30. E.S.B 46110/67.*

FORMOSA

Central Trust of China:
(4/68) Electric Hoist. January 25. E.S.B 46190/67* and 46200/67.*
(2/68) Marine Engine. January 26. E.S.B 46104/67.*
(2/68) Boiler Plates. January 26 E.S.B. 46106/67.*
(5/68) Spring Hangerlink. January 27. E.S.B 758/68.*
(2/68) Suction Heaters. January 29. E.S.B 46101/67.*
(2/68) Winches. January 26. E.S.B. 46107/67.*
(2/68) Air Compressor. February 8 E.S.B. 46109/67.*
(5/68) Telephones. January 29 E.S.B. 746/68.*
(5/68) Diesel Mechanical Locomotives. January 27. E.S.B. 755/68.*
(5/68) Cooling Tower Mechanical Equipment. January 28. E.S.B. 759/68.*
(5/68) Substations. January 26. E.S.B. 760/68.*

GREECE

Public Power Corporation:
(4/68) Distribution Accessories. February 9 E.S.B. 743/68.
(4/68) Electricity Meters. January 30. E.S.B 744/68.
(4/68) Padlocks. January 27. E.S.B. 731/68.

INDIA

Bhabha Atomic Research Centre:
(6/68) Laboratory Centrifuge. February 5 E.S.B 775/68
(5/68) Oscilloscope. February 2. E.S.B. 774/68.
(5/68) Auto-Analyser. February 6. E.S.B. 776/68.
(5/68) Medical Cobalt Tubes. January 29. E.S.B. 777/68

(4/68) Capacitor Bank Equipment for Bhakra Management Board. February 15 E.S.B. 46719/67.

Directorate General of Supplies and Disposals:
(3/68) Cylinder Seaming Machine. (Further Information.) Notification received stating that equipment will now be procured from indigenous sources only. E.S.B. 45939/67.*
(5/68) Drilling Machines. January 30. The material will be procured from indigenous sources only. E.S.B 46142/67.*
(5/68) Lens and Prism Grinding Machine. January 30. Foreign tender will be considered only if no suitable indigenous offers are received. E.S.B. 46140/67.
(3/67) Trimming Machines. February 2. E.S.B. 46141/67.*

(5/68) Dynamometer for Executive Engineer, Mechanical Division, Nanded. (Further Information.) Tender documents now available. E.S.B. 42726/67.*

(5/68) Transmission Line Towers for Gujarat Electricity Board. February 28. E.S.B. 780/68.

(3/68) Induction Hardening Equipment for Heavy Electricals (India) Ltd. Closing date not stated. E.S.B. 46153/67.

(5/68) Scientific and Photographic Equipment for Hindustan Aeronautics Ltd. January 24. E.S.B. 781/68.

(4/68), Aluminium Silicon Alloy for Indian Telephone Industries. February 5. E.S.B. 46721/67.

(1/68) Load Despatch Equipment for Koyna Hydro-Electric Project. (Further Information.) Brief description of equipment required now available. E.S.B. 45120/67.*

Madras Refineries Ltd.:
(5/68) Electric Power and Lighting System. (Further Information.) Tender is to be obtained from indigenous sources only E.S.B. 45932/67.
(5/68) Conveyor Installation. (Further Information.) Tender is to be obtained from indigenous sources only E.S.B. 45953/67.
(5/68) Pumps and Piping. (Further Information.) Now reported that this work is confined to indigenous sources. E.S.B. 45954/67.
(5/68) Pipelines. (Further Information.) Tender to be obtained from indigenous sources only. E.S.B. 45955/67
(5/68) Construction of Buildings. (Further Information.) Tender to be obtained from indigenous sources only. E.S.B. 45956/67.

(5/68) Transformers for Maharashtra State Electricity Board. (Further Information.) Tender documents now available E.S.B. 35619/67.*

(6/68) Storage Tanks for Satpura Thermal Power Station. January 31. E.S.B. 948/68.

UP State Electricity Board:
(4/68) Isolators and Transformers. January 30. E.S.B. 45727/67
(4/68) Switchgear. January 28. E.S.B. 46720/67.

IRAQ

(5/68) Construction of Hospital for Ministry of Municipalities and Works. February 27. E.S.B. 779/68.

JORDAN

(3/68) Air Compressors for Ministry of Public Works. January 24. E.S.B. 46168/67.*

KENYA

(4/68) Telephone Drop Wire for East African Posts and Telecommunications Administration. Closing date now stated as January 25. E.S.B. 46256/67.

LIBYA

(2/68) Electric Meters for Electricity Corporation of Tripoli. (Further Information.) Tender documents now available. E.S.B. 45627/67.*

Ministry of Railways:
(5/68) Steel. (Further Information.) Tender documents now available. E.S.B. 46147/67.*
(5/68) Steel Sheets and Plates. (Further Information.) E.S.B. 46146/67.*

Railway Board:
(3/67) Steel Sheets and Plates. February 1. E.S.B. 46146/67.
(3/67) Steel February 2. E.S.B. 46147/67.

(6/68) Electrolytic Copper Wire Bars for Railway Electrification. February 5. E.S.B. 949/68.

(5/68) Mobile Crane for Rajasthan State Electricity Board. (Further Information.) No foreign exchange is available for the purchase of the above material. E.S.B. 44723/67.

(3/68) Construction of Radio and TV Centres; Construction of TV Transmission Towers for Ministry of Finance Central Tenders Board. (Further Information.) E.S.B. 17443/67.

(4/68) Uniforms for Tender Board of the Ministry of Finance. Tender cancelled to permit introduction of amendments. E.S.B. 36966/67.

MALAGASY REPUBLIC

La Direction General des Postes et Telecommunications:
(4/68) Telephone Equipment. (Further Information.) Tender documents now available. E.S.B. 46116/67.*
(4/68) Telecommunications Spare Parts. (Further Information.) Tender documents now available. E.S.B. 46117/67.*
(4/68) Tools. (Further Information.) Tender documents now available. E.S.B. 46118/67.*

(*Continued on page* 123)

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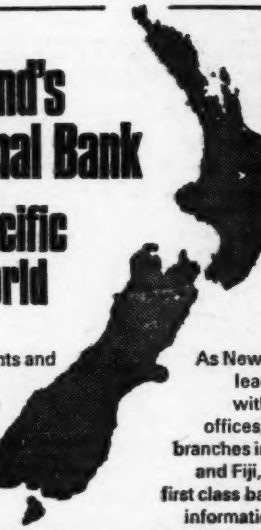

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MALAYSIA

Government Printer:
(3/68) Duplicating Paper. (Further Information.) Closing date postponed to February 6. E.S.B. 39820/67.*
(3/68) Stationery; Office Supplies. (Further Information.) Closing date postponed to February 6. E.S.B. 39819/67.*
(5/68) Construction of Tidal Barrage for Ministry of Agriculture and Co-operatives. February 26. E.S.B. 771/68.*
Public Works Department:
(6/68) Bridges. (Further Information.) Tender documents now available. E.S.B. 15559/67.*
(3/68) Water Treatment Plant Equipment. February 27. E.S.B. 46182/67.
State Tenders Board:
(4/68) Water Heaters. February 5. E.S.B. 733/68.*
(4/68) Road Roller. February 5. E.S.B. 734/68.*
(4/68) Vehicles. February 5. E.S.B. 735/68.*
(4/68) Earthmoving Equipment. February 5. E.S.B. 736/68.*
(4/68) Outboard Motors. February 5. E.S.B. 737/68.*
(4/68) Office Furniture for Public Works Department. Tender documents now available. E.S.B. 738/68.*

MALTA

Accountant General and Director of Contracts:
(5/68) Cardboard. February 8. E.S.B. 749/68.*
(3/68) Medical and Surgical Equipment. February 1. E.S.B. 46127/67.*
(3/68) Telephone Cable. February 8. E.S.B. 46128/67.*
(3/68) Switchgear. February 8. E.S.B. 46129/67.*
Malta Electricity Board:
(5/68) Cable. January 30. E.S.B. 788/68.*
(5/68) Transmission Poles. January 30. E.S.B. 787/68.*
(3/67) Pipes, Specials, Valves and Fittings for Malta Water Works. February 1. E.S.B. 46131/67.*
Treasury:
(2/68) Coloured Paper. February 8. E.S.B. 46130/67.*
(2/68) Druggist Sundries. January 25. E.S.B. 46126/67.*

MEXICO

(4/68) Structural Steel for Comision Federal de Electricidad. January 24. E.S.B. 46715/67.*

MOROCCO

(4/68) Cotton Gin for Ministere de L'Agriculture. (Advance Information.) E.S.B. 745/68.
(6/68) Railway Tamping Machine for State Railways. February 12. E.S.B. 952/68.*

NEW ZEALAND

General Post Office:
(1/68) Communications Receivers. February 19. E.S.B. 40784/67.*
(1/68) Telephone Cordage and Cords. February 22. E.S.B. 40785/67.*
(2/68) Capacitors. February 21. E.S.B. 46119/67.*
(4/68) Wire. January 30. E.S.B. 725/68.*
(4/68) Radio Valves. February 12. E.S.B. 726/68.*
(4/68) Transformers for Municipal Electricity Department. (Further Information.) Tender documents now available. E.S.B. 45643/67.*

PAKISTAN

(4/68) Laboratory Equipment for Director of Supply. January 25. E.S.B. 46723/67.*
(5/68) Construction of Pipeline for Titas Gas Transmission and Distribution Co. Ltd. (Further Information.) E.S.B. 43285/67.

SAUDI ARABIA

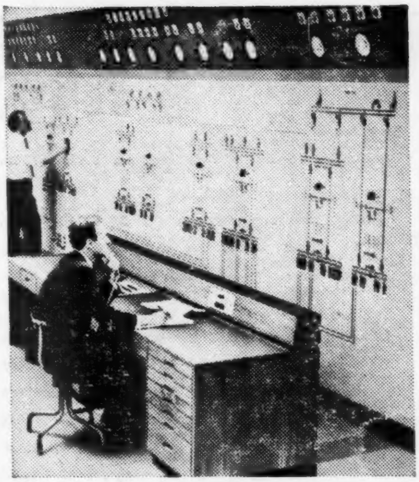
(3/67) Construction of Road for Ministry of Communications. February 14. E.S.B. 46172/67.*
Ministry of Defence and Aviation:
(6/68) Chemicals; Laboratory Equipment. January 29. E.S.B. 786/68.
(6/68) Medical Equipment and Machinery. January 27. E.S.B. 959/68.

SOUTH AFRICA

Cape Provincial Tender Board:
(6/68) Road Roller. March 1. E.S.B. 947/68.
(6/68) Compactor. March 1. E.S.B. 946/68.
(6/68) Trucks. February 23. E.S.B. 943/68 and 944/68.
(1/68) Crawler Tractors. February 16. E.S.B. 40782/67.*
(1/68) Sprinkler Lorries. February 16. E.S.B. 40783/67.*
(1/68) Tractor. February 16. E.S.B. 40779/67.*
South West Africa Administration Tender Board:
(5/68) Water Heaters. January 30. E.S.B. 768/68.*
(5/68) Dusters. January 30. E.S.B. 766/68.*
(5/68) Hand Towels. January 30. E.S.B. 757/68.
(5/68) Ophthalmic Refraction Equipment. January 30. E.S.B 769/68.*
State Tender Board:
(3/68) Rubber Thread Protectors. January 25. E.S.B. 46164/67.*
(3/68) Handcuffs. January 29. E.S.B. 46165/67.*
(3/68) Silica Gel Crystals. January 31. E.S.B. 46166/67.*

SUDAN

(6/68) Glass Tumblers for Sudan Railways. February 4. E.S.B. 956/68.*



GEC (Electronics) Limited, Coventry, has supplied a £10,000 mimic diagram to Serck Controls Ltd. as part of a grid control scheme for the Malaysian National Electricity Board. The grid control scheme is handled on behalf of the Malaysian NEB by the consulting engineers, Preece, Cardew and Ryder.

THAILAND

Metropolitan Electricity Authority:
(3/68) Clamps and Connectors. January 31. E.S.B. 46155/67.*
(4/68) Pole Line Hardware. February 6. E.S.B. 46184/67.*
(5/68) Lathes for Ministry of Education. February 28. E.S.B. 789/68.*
State Railway of Thailand:
(4/68) Electric Hoist. February 1. E.S.B. 46728/67.*
(4/68) Oil Fired Furnace. February 6. E.S.B. 46718/67.*
(4/68) Steam Cleaner. February 7. E.S.B. 46717/67.*
(5/68) Tipping Wagons. March 27. E.S.B. 791/68.
(4/68) Welding Machine. February 5. E.S.B. 46729/67.*
(4/68) Television Transmitting Station for Thai Television Company. Closing date not stated. E.S.B. 46185/67.*

TURKEY

(5/68) Electrical Equipment; Chlorination Equipment; Lead for Bank of Provinces. (Advance Information.) Closing date not known. E.S.B. 1031/68.
(4/68) Insulator and Conductors Hardware for Etibank Genel Mudurlugu. February 21. E.S.B. 46716/67.
(5/68) Electrical Equipment for Genel Mudurlugu. February 15. E.S.B. 763/68.*

TUNISIA

Secretariat D'Etat Aux Travaux Publics et a L'Habitat:
(2/68) Electrical Works. January 29. E.S.B. 46112/67.*
(2/68) Electrical Works. February 5. E.S.B 46113/67.*
(2/68) Plumbing Works. February 5. E.S.B. 46114/67.*

UNITED ARAB REPUBLIC (EGYPT)

(4/68) Ball Bearings for Egyptian Railways. February 5. E.S.B. 732/68.

URUGUAY

(5/68) Hose for Administration Nacional de Combustibles Alcohol y Portland. February 8. E.S.B. 770/68.*
Facultad de Medicina:
(2/68) Pharmaceuticals. First call March 5, second call March 15. E.S.B. 45975/67.*
(2/68) Aspirators. First call March 6, second call March 18. E.S.B. 45976/67.*
(2/68) Autoclave. First call March 6. second call March 18. E.S.B 45977/67.*
(2/68) Electronic Hospital Equipment. First call March 7, second call March 19. E.S.B. 45978/67.*
(2/68) Kitchen Equipment. First call March 11, second call [illegible] B. 45979/67.*
Ministry of Public Health:
(4/68) [illegible] Medicines. January 31. E.S.B. 46186/67.
(4/68) Vehicles. (Further Information.) Tender documents (in Spanish) available. E.S.B. 44413/67.*
State Electricity and Telephone Board:
(4/68) Galvanized Iron Wire. First call February 16, second call February 22. E.S.B. 46188/67.
(4/68) Wire. First call February 21, second call March 5. E.S.B. 46187/67.
(4/68) Wire. First call February 21, second call March 6. E.S.B. 46711/67.

UNITED STATES OF AMERICA

Bonneville Power Administration:
(5/68) Aluminium Conductor. (Further Information.) Tender cancelled. E.S.B. 40778/67.
(4/68) Measuring Instruments; Transformers. January 30. E.S.B. 728/68.*

VIETNAM

Industrial Development Centre:
(5/68) Nylon Monofilament and Rope Making Plant. February 15. E.S.B. 762/68.*
(1/68) PVC Pipe and Fittings Plant. February 15. E.S.B. 46557/67.*
(1/68) Nylon and Plastic Plant. February 15. E.S.B. 40772/67.*
(1/68) Nylon and Fishing Net Plant. February 15. E.S.B. 40774/67.*
(1/68) Cable Sheath Manufacturing Plant. February 15. E.S.B. 40773/67.*
(1/68) Rubber Mixer. February 15. E.S.B. 40781/67.*
(1/68) Nut and Bolt Manufacturing Plant. January 30 E.S.B. 40775/67.*

ZAMBIA

(4/68) Hospital Equipment for Central Supply and Tender Board February 2. E.S.B. 740/68.*

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December 8 issue.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletin in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(2/68) Inquiry for woollen textiles. E.S.B. 40030/67.

Argentina
(4/68) Manufacture under licence – asphalt plants. E.S.B. 46247/67.

Australia
(3/68) Agency inquiry for crane. E.S.B. 46002/67.
(3/68) Agency inquiry for scaffolding fittings. E.S.B. 46251/67.
(3/68) Inquiry for bogey washing equipment. E.S.B. 34569/67.
(5/68) Inquiry for wire drawing dies. E.S.B. 41786/67.

Bahamas
(1/68) Agency inquiry for lime; reinforcing bars; sanitaryware; veneer panelling. E.S.B. 45746/67.

Barbados
(6/68) Agency inquiry for building supplies; clothing; domestic appliances; foodstuffs; glassware and enamelware; shoes; textiles. E.S.B. 17510/67.

Brazil
(4/68) Inquiry for agricultural machinery; barbed wire. E.S.B. 46331/67.

Burma
(1/68) Inquiry for chemicals; footwear machinery and materials. E.S.B. 45137/67.

Canada
(1/68) Agency inquiry for electrical heating elements. E.S.B. 41989/67.
(3/68) Agency inquiry for biscuits; confectionery. E.S.B. 46519/67.
(3/68) Agency inquiry for clothing. E.S.B. 46529/67.
(3/68) Inquiry for chocolates. E.S.B. 46694/67.
(3/68) Inquiry for leather; leather coats. E.S.B. 46676/67.
(3/68) Inquiry for wire rod. E.S.B. 46628/67.
(5/68) Inquiry for springs. E.S.B. 46056/67.
(6/68) Inquiry in respect of apple picking machines; garden harvesting equipment. E.S.B. 26409/67.
(6/68) Manufacture under licence – machine tools and dies. E.S.B. 44519/67.

Caribbean
(3/68) British Trade Topics. E.S.B. 46533/67.

Cuba
(3/68) Inquiry for valve manufacturing equipment. E.S.B. 46443/67.

Curacao
(3/68) Agency inquiry for ophthalmic preparations; pharmaceuticals. E.S.B. 46099/67.
(2/68) Inquiry for domestic electrical appliances; sound reproduction equipment; television sets. E.S.B. 46058/67.

Cyprus
(6/68) Inquiry for steel reinforcing bars. E.S.B. 46591/67.

Denmark
(2/68) Inquiry for hosiery; knitwear; piece goods. E.S.B. 45865/67.
(3/68) British Agricultural Machinery and Equipment Exhibition.
(3/68) International Fisheries Trade Fair.
(5/68) Inquiry for industrial cleaning compounds; liquid detergent and soap manufacturing raw materials. E.S.B. 46625/67.

Dominica
(3/68) Inquiry for capacitors; electric motors; panel wiring; starters; switchgear. E.S.B. 527/68.

Faroe Islands
(5/68) Inquiry for steel. E.S.B. 46633/67.
(6/68) Inquiry for toilet preparations. E.S.B. 41020/67.

Finland
(1/68) Agency inquiry for hand tools. E.S.B. 46096/67.
(2/68) Agency inquiry for dish washing machines. E.S.B. 46327/67.
(3/68) Inquiry for glass and plastic bottles. E.S.B. 45761/67.

France
(1/68) Agency inquiry for dies; drills; taps. E.S.B. 45397/67.
(1/68) Agency inquiry for furniture; light fittings. E.S.B. 46012/67.
(2/68) Agency inquiry for farming and horticultural requisites. E.S.B. 45888/67.
(2/68) Agency inquiry for machine tools. E.S.B. 45591/67.
(3/68) Agency inquiry for industrial ovens. E.S.B. 45047/67.
(5/68) Agency inquiry for clothing. E.S.B. 25841/64.
(1/68) Inquiry for stainless steel plates. E.S.B. 7322/67.
(2/68) Inquiry for canning and packaging equipment; food processing machinery; lorries; refrigeration equipment. E.S.B. 46531/67.
(3/68) Inquiry for ships fittings. E.S.B. 46403/67.
(3/68) Inquiry for woollen cloth. E.S.B. 46650/67.
(3/68) Manufacture under licence – aluminium containers. E.S.B. 38649/67.
(5/68) Manufacture under licence in Britain – oxygen tent. E.S.B. 45211/67.

France/Poland
(3/68) Trade Agreement.

Germany, Federal Republic of
(1/68) Agency inquiry for furniture. E.S.B. 45879/67.
(2/68) Agency inquiry for woodworking tools and machinery. E.S.B. 46455/67.
(3/68) Agency inquiry for ships equipment. E.S.B. 45863/67.
(3/68) Agency inquiry for shoe-making materials. E.S.B. 45074/67.
(3/68) Agency inquiry for textile machinery and accessories; yarns. E.S.B. 46554/67.
(6/68) Agency inquiry for machine tools. E.S.B. 46287/67.
(1/68) Inquiry for clothing. E.S.B. 46442/67.
(1/68) Inquiry for cotton picking machines. E.S.B. 46226/67.
(1/68) Inquiry for wallpapers. E.S.B. 43924/67.
(2/68) Inquiry for china clay. E.S.B. 46555/67.
(3/68) Inquiry for artificial leather. E.S.B. 43953/67.
(3/68) Inquiry for wall plaques. E.S.B. 46570/67.
(5/68) Inquiry for advertising and display print; cartons. E.S.B. 42308/67.

Guatemala
(5/68) Inquiry for coumarene resin. E.S.B. 39773/67.

Guyana
(2/68) Inquiry for garment forming and finishing machinery. E.S.B. 46049/67.

Honduras, Republic of
(3/68) Agency inquiry for Christmas cards; electricians' supplies; giftware; hosiery and neckties; lamps; plumbing and sanitaryware; sardines; wallpaper; watches. E.S.B. 33217/67.

India
(1/68) Agency inquiry for non-ferrous metals. E.S.B. 37777/67.
(5/68) Inquiry in respect of capacitor project raw materials. E.S.B. 46363/67.

Israel
(1/68) Agency inquiry for air conditioners; anti-corrosion fluids; detergents; electrical appliances; furnishing fabrics and curtains. E.S.B. 45537/67.
(1/68) Agency inquiry for steel products. E.S.B. 45744/67.
(3/68) Agency inquiry for metals and metal products. E.S.B. 44891/67.
(2/68) Inquiry for medical, surgical and pharmaceutical products. E.S.B. 41458/67.

Italy
(1/68) Agency inquiry for shipyard equipment. E.S.B. 45800/67.
(1/68) Agency inquiry for telecommunication equipment. E.S.B. 45854/67.
(2/68) Agency inquiry for ceramics; steel and steel products. E.S.B. 45855/67.
(2/68) Agency inquiry for condenser dischargers; valves. E.S.B. 46084/67.
(2/68) Agency inquiry for garden machines; plants and seeds; tree containers. E.S.B. 43819/67.
(3/68) Agency inquiry for glove reversing and pressing machines; leather. E.S.B. 45890/67.
(3/68) Inquiry for metal products. E.S.B. 45540/67.
(4/68) Market report on pleasure craft and components. E.S.B. 41974/67.
(6/68) Inquiry for polyethylene yarn. E.S.B. 46438/67.

Jamaica
(1/68) Inquiry for fans. E.S.B. 44273/67.

Japan
(3/68) Agency inquiry for confectionery; foodstuffs. E.S.B. 46639/67.

Jordan
(3/68) Agency inquiry for fire fighting equipment and supplies. E.S.B. 43095/67.

Kenya
(2/68) Agency inquiry for electric and gas cookers; domestic electrical appliances. E.S.B. 43861/67.
(2/68) Inquiry for bucket elevator equipment. E.S.B. 45028/67.

Kuwait
(1/68) Inquiry for biscuit and macaroni manufacturing machinery and equipment. E.S.B. 46370/67.
(2/68) Inquiry for cables; switchgear; transformers. E.S.B. 46482/67.

Libya
(2/68) Inquiry for laboratory reagents; glassware and apparatus. E.S.B. 46560/67.

Malawi
(2/68) Agency inquiry for air conditioning equipment. E.S.B. 45867/67.
(2/68) Agency inquiry for bathroom fittings; hand tools; locks; pipe fittings; plumbing sundries. E.S.B. 45826/67.

Malaysia
(3/68) Inquiry for glass fibre products. E.S.B. 45511/67.

Malta
(2/68) Agency inquiry for bed linen; clothing sewing thread; towelling. E.S.B. 46036/67.
(1/68) Inquiry for glass mirror manufacturing machinery. E.S.B. 46307/67.
(3/68) Inquiry for bathroom fittings; pipes; sanitaryware. E.S.B. 46674/67.

Mauritius
(6/68) Agency inquiry for freeze dried vegetables. E.S.B. 46543/67.

Morocco
(5/68) Inquiry for bucket wheel excavators. E.S.B. 46262/67.

Netherlands
(1/68) Agency inquiry for couplings; sinks; valves and cocks. E.S.B. 45727/67.
(1/68) Agency inquiry for dressing gowns. E.S.B. 43315/67.

New Zealand
(1/68) Manufacture under licence – wool drying machinery. E.S.B. 46220/67.

Nicaragua
(6/68) Inquiry for record players. E.S.B. 46707/67.

Norway
(1/68) Agency inquiry for computer hardware. E.S.B. 46037/67.
(2/68) Agency inquiry for dresses. E.S.B. 45297/67.
(1/68) Inquiry for car spare parts. E.S.B. 46039/67.
(1/68) Inquiry for needlefelt carpeting. E.S.B. 19183/67.
(2/68) Inquiry for roller chains and wheels. E.S.B. 38622/67.

Pakistan
(4/68) Inquiry for machine tools. E.S.B. 41085/67.
(6/68) Inquiry for hydraulic fishing gear. E.S.B. 45767/67.

Panama
(6/68) Inquiry for grass drying/grass pellet making machinery. E.S.B. 1014/68.

Portugal
(2/68) Inquiry for textile fabrics. E.S.B. 46067/67.

Rumania
(4/68) Inquiry for scaffolding; sliding shuttering. E.S.B. 46592/67.

South Africa
(2/68) Agency inquiry for earthenware crockery. E.S.B. 45809/67.

Spain
(3/68) Agency inquiry for carpet fringeing machinery. E.S.B. 46575/67.

Sweden
(1/68) Inquiry for steel reinforcements. E.S.B. 43930/67.

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† For further details of the 'Export Service Bulletin' see page 119.

Switzerland

(1/68) Agency inquiry for dresses and knitwear. E.S.B. 45821/67.

(2/68) Agency inquiry for flippers; hot water bottles. E.S.B. 45853/67.

(2/68) Inquiry for clocks; do-it-yourself articles. E.S.B. 46558/67.

(6/68) Manufacture under licence – rotary and wafer switches. E.S.B. 10705/67.

Thailand

(1/68) Inquiry for wire. E.S.B. 46060/67.

Trinidad/Tobago

(3/68) Agency inquiry for gift wrapping; pharmaceuticals; upholstery materials. E.S.B. 45820/67.

Turkey

(2/68) Agency inquiry for air compressors; generators; rayon thread machinery. E.S.B. 43040/67.

Uganda

(1/68) Inquiry for asphalt manufacturing plant; cotton wool manufacturing machinery; pipe manufacturing machinery. E.S.B. 46206/67.

(1/68) Inquiry for cotton saree voiles. E.S.B. 46097/67.

United States of America

(1/68) Agency inquiry for bottle and tube-filling machinery. E.S.B. 46054/67.

(1/68) Agency inquiry for electrical supplies; lighting equipment. E.S.B. 46211/67.

(3/68) Agency inquiry for tennis rackets. E.S.B. 46594/67.

(1/68) Inquiry for carton-making machines. E.S.B. 43071/67.

(1/68) Inquiry for plumbing and heating supplies; sanitaryware. E.S.B. 46484/67.

(2/68) Inquiry for cold rolled and galvanized steel sheet. E.S.B. 46645/67.

(2/68) Inquiry for commercial saws and knives. E.S.B. 45500/67.

(4/68) Inquiry for hydraulic hose. E.S.B. 46016/67.

(5/68) Inquiry for aluminium extrusions. E.S.B. 46559/67.

(5/68) Inquiry for circular saw bodies. E.S.B. 46621/67.

(6/68) Inquiry for knitwear. E.S.B. 626/68.

(6/68) Inquiry for motor car bumpers. E.S.B. 46611/67.

Uruguay

(3/68) Agency inquiry for electric motors. E.S.B. 46448/67.

(2/68) Inquiry for waste conversion plant – further information. E.S.B. 32296/67.

Various

(3/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Yugoslavia

(1/68) Agency inquiry for packing machinery. E.S.B. 46293/67.

(2/68) Inquiry for computer system. E.S.B. 44336/67.

(4/68) Inquiry for steel platforms and shelters. E.S.B. 46593/67.

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Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.* Monthly 4s. (*by post* 4s. 5d.). Annual subscription £2 14s. including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 41, of January 5 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Seventeen engineers fly out to Spain

A TEAM of 17 engineers from Powell Duffryn Technical Services, London, flew to Spain last week to begin a three-month consultancy assignment at a group of collieries in Asturias.

The project involves a technical and economic study of the possibility of increasing and mechanizing production at the collieries. The mines belong to Hunosa, the new amalgamation of companies which has been promoted by the Spanish Government. Work includes an estimation of capital expenditure and of the improvement in financial results.

The Powell Duffryn Technical Services team will be led by Mr. J. T. B. Welbourne, director in charge of the mining department. His deputy in Spain is Mr. T. Atkinson.

A Hawker Siddeley 125 business jet has just completed a seven-week demonstration tour of South-east Asia and Japan covering more than 40,000 miles and visiting 20 countries. The four-man sales team on the tour was welcomed back to Hawker Siddeley Aviation's Hatfield factory recently by Mr. John Cunningham, chief test pilot and executive director, Hatfield, and Mr. Ian Fossett, executive aircraft sales manager (right). Shaking hands with Mr. Cunningham is Mr. Desmond Penrose, who, with Mr. Ron Wakely, piloted the aircraft. In the background, left to right, are Mr. Tom Stevens, product support engineer, who was responsible for the aircraft's serviceability on the tour, Mr. Peter Fowler, sales team leader, and Mr. Wakely.

Australian tour

MR. W. R. HEAD, general sales manager of H. J. Elliott Ltd., manufacturers of E-Mil scientific glassware and thermometers of Treforest, near Cardiff, is making a month's tour of Australia this month.

Prime object of this tour is the introduction of Mr. John Newell, to leading laboratory distributors and customers throughout Australia.

Mr. Newell, an Australian, resident in Sydney, has just returned to Australia following a two-month training period in this country, to take up the newly-created post of Australian area sales manager on behalf of H. J. Elliott Ltd. and the Laboratory Apparatus Division of James A. Jobling & Co. Ltd., the parent firm. He has previously had 10 years' experience as a medical technologist and has been New South Wales manager of a leading Australian pharmaceuticals manufacturer.

'This new appointment will strengthen communications between the two British firms and their Australian customers and indicates the increasing importance of the Australian market to both companies,' said Mr. Head on his departure.

American tour

ALLEN WEST & CO. LTD., Brighton, as part of a plan to extend their export markets are appointing additional overseas agents. New countries to be covered include Chile, Abu Dhabi, Hong Kong and Egypt.

Negotiations are also currently proceeding in America, following a recent visit to the United States by Mr. R. Beattie, Allen West's managing director.

World trip

MR. IAN SANGWIN, commercial director, and Mr. Tom Corrigan, finance director, of the £21 million Inveresk Paper Company, set off on a three week visit to Australia on January 3, as part of the new drive by the company to examine development opportunities in all their markets.

They will visit agents in the Middle and Far East and then spend three weeks in Australia conducting research in depth into that country's growing market and the potential of Tullis, Hunter & Co. Ltd., one of Australia's leading paper merchanting companies, and a member of the Inveresk Group.

Mr. Sangwin was appointed chairman of Tullis, Hunter & Co. Ltd., in September last year, and Mr. Corrigan is also on the board. Their Australian tour started when they landed in Perth and takes in Adelaide, Melbourne, Canberra, Sydney and Brisbane.

'I believe' Mr. Sangwin said before setting off on the trip, 'Australia is a most exciting country with enormous potential for the paper industry. The reason for our visit is to ensure that Inveresk keeps way ahead of the field and to strengthen the ties between Tullis, Hunter and the parent company.'

New Year export tours

THE NEWLY appointed chairman of Josiah Wedgwood and Sons Limited, Mr. Arthur Bryan, has begun the New Year with export business tours of the United States, Canada and Australia.

Mr. Bryan flew from London on January 9, for a 10-day business visit to the United States where he will spend six days in New York. He will hold a sales conference with all Wedgwood executives and representatives in the United States to discuss market trends and future design requirement in America.

Mr. Bryan will also attend the American company's annual trade exhibition at the New York showrooms where he will greet more than 300 visiting customers. The remainder of his American tour will be spent in visiting the leading Wedgwood accounts in New York and Chicago before he leaves for Barbados on January 18 to visit principal customers there, returning to England on January 27.

On February 16, Mr. Bryan resumes his overseas tours this time visiting Canada for a week and then travelling on to Australia where he will stay for about three weeks, arriving back in London on March 22.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).**

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Export drive

Orders worth many thousands of pounds have recently been placed with Geo. J. Meyer Ltd., 20/22 Bedford Row, London, W.C.1, as a result of the company's intensified campaign to increase its share of the overseas market for bottling machinery. Among the important contracts secured is one from H. and J. Schmitz (Coca-Cola), of Cologne, Germany, for a 520Q hydro bottle cleaner. Another was for no fewer than eight Model FT3B 'Filtec' electronic level detectors from Tuborg breweries Ltd., of Copenhagen, Denmark; a third, for a Meyer 30/10 bottle filler and crowner, a Syn-Cro-Mix and de-aerator and a Meyer-Akron Model M 'Compact' case packer, came from Oy Mallasjuoma, of Lahti, Finland. A fourth contract was placed by Austria's biggest single brewery, Brauerei Schwechat A.G., of Vienna, which has an output of 1,300,00 hectolitres (800,000 barrels) a year.

Water turbine plant for India

Two contracts covering specialist services and the manufacture of major components for the most powerful water turbines so far built in India have been placed with English Electric's Water Turbine Division, Netherton, Lancs. The contracts have been awarded by Heavy Electricals (India) Ltd. for equipment for the Dehar and Chibro hydro-electric projects.

Television transposers for Sweden

Pye TVT Limited of Cambridge, England, has been awarded a contract with the Swedish Telecommunications Administration for a number of television transposer equipments to be used in the expansion of the Swedish television network. These transposers are similar to units at present on order from the British Broadcasting Corporation and are used to relay television programmes to areas which are unable to receive transmissions from the main transmitting stations. This important export order is worth approximately £80,000.

New Guinea contract

Currently manufacturing extensions for several New Guinea telephone exchanges, the Plessey Telecommunications Group has gained another order from the New Guinea Post and Telegraph Department. The order, worth £8,000, is for the supply of telecommunications equipment including telephones and switchboards. Under contracts worth some £40,000, Plessey is at present producing extensions to automatic telephone exchanges at Lea, Rabaul and for the Port Moresby area in New Guinea.

American boost for Marconi instruments

Through its American organization based on Englewood, New Jersey, Marconi Instruments Limited received orders on January 1 for approximately £165,000 worth, of electronic measuring instruments. The majority of these orders, approximately £130,000 worth, are for one of the company's biggest successes, the White Noise Test set; this equipment is used in the measurement of noise interference in wide band telecommunication systems. The remaining orders cover signal generators, impedance bridges, and modulation meters. The equipments will be supplied from the company's works at St. Albans.

Fish fillets for Russia

A contract for the supply of Quick Frozen Fish Fillets to Russia in 1968 has been obtained by British Ltd., of Grimsby to the value of £460,000. It is anticipated that further orders may materialize to create a record year for this product.

Export contract for Poland

Woodall-Duckham has signed a contract worth over £2 million with Polimex of Warsaw for a complete glass fibre plant. It will produce 3,000 tons per year of finished fibre products. This important contract, the largest ever signed by the Polish glass industry, was won against international competition and it is for Poland's first glass fibre plant.

£400,000 deal with Poland

Smiths Industries Ltd., has signed an agreement in Warsaw with Polimex, the Polish import and export organization, in a £400,000 deal to provide 'know-how' for the manufacture of their spark plugs under licence and for the supply of plant and equipment to modernize Poland's existing spark plug insulator manufacturing process.

Instrumentation system for Danish vessels

Decca Radar Limited has just received its first export orders for the ISIS 300 marine supervisory system announced by the company last September. The orders, for complete monitoring systems for the main and auxiliary machinery and cargo spaces of two new specialized cargo ships, have been placed by the ships' Danish owners.

Radio aids for super-tankers – correction

The Marconi International Marine Co. Ltd., regret that they were in error, in their press release concerning the above story which appeared on page 1563 of the December 15, 1967, issue of the *Journal*, in referring to the supertanker 'Bulford', 'Bedford', and 'Bamford' as being of Norwegian ownership.

These vessels are, in fact, owned by the Blandford Shipping Company Limited, and are of British flag registry, and the communications equipment was ordered by the shipbuilders as per owners' specification.

Price marking machines for Eire

The Norprint price marking systems, using machines for printing self-adhesive labels, are being launched in Eire. The campaign is being organized by the Tickopres Retail Systems Division of Norprint Limited, Europe's largest labelling system specialists. Their price marking machines are already widely used all over England and Europe.

Licence for Japanese manufacture

The Bath, Somerset, company, Rotork Engineering Co. Ltd., has concluded an agreement for the manufacture and sale, under licence in Japan, of the company's full range of electric valve actuators and gearboxes.

New South African steelworks

Orders totalling £100,000 have been received by the Allen West Group for the supply of switchboards to the High Veldt Steel and Vanadium Corporation of South Africa. They are for the new, completely integrated, steel mill at Witbank, Transvaal, which is scheduled to commence operations later this year.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 8118).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza. Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The List of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the JOURNAL *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ITALY

Customs regulations

THE ITALIAN Government in a Ministerial Decree of July 28, 1967 have published amendments to the Regulations governing Chemical Additives allowed for the preparation and preservation of foodstuffs.

A previous notice was published in the *Board of Trade Journal* for May 6, 1966, page 1031. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467).

IRISH REPUBLIC

Suspended duties on certain iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) (No. 2) Order, 1967. The effect of the Order, which came into operation on January 1, 1968 is to extend until June 30, 1968 the suspension of the duties on certain bars, rods, angles, shapes, sections, sheets and plates, of iron and steel, at the following tariff headings:

73.10 (A) (1) (b)
73.10 (A) (2) (b)
73.10 (A) (3) (a) (ii)
73.11 (B) (2) (b)
73.11 (B) (3) (a) (ii)
73.11 (B) (4) (a) (ii)
73.13 (B) (1) (b)

FRANCE

Quota for rye-grass seed

THE FRENCH *Journal Officiel* of December 24 announced that, within the limit of a quota of 10,000 quintals, derogations will be granted for the import of the variety of grass-seed known as English rye-grass which is not listed in the catalogue of varieties and species published in the French *Journal Officiel* of March 5, 1965.

Application should be sent to the Groupement national interprofessionnel des semences, graines et plants (GNIS), 44 rue du Louvre, Paris, 1e, the controlling body for this quota. Derogations will be granted for imports to be used solely for turfing and for no other agricultural purpose.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of December 29, 1967, published a notice setting out the customs duty, mobile elements and maximum rates which apply from January 1, 1968, to certain foodstuffs in the following Tariff headings: BN Nos. 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Board of Trade Journal* of August 11, page 365).

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288).

THE NETHERLANDS

Turnover tax

THE *Board of Trade Journal* of December 22, 1967, published a notice about certain changes in the rate of turnover tax payable on imports to the Netherlands. Further changes in turnover tax are provided for by a Netherlands Royal Decree of December 18, 1967 (*Staatsblad* No. 624/1967) which is a transitional measure for the year 1968 only, prior to the introduction of an added value tax system on January 1, 1969.

The Decree provides for a basic increase in turnover tax of 1 per cent of the value of the imports; there are, however, exceptions to the basic rate of increase and complex changes in the application of surcharge. Inquiries about actual rates of tax payable on specific goods should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). The full text of the Decree may be seen at the above address.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Further translations of EEC and EURATOM Regulations

THE FOLLOWING further translation of EEC and Euratom Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
83/67	Establishing tariff specifications relating to goods covered by Council's Regulation No. 160/66 and determining the fixed components applicable to such goods and the quantities of basic products to be taken as having been incorporated in their manufacture	3s. 9d. (4s. 2d.)
129/67	Determining the standard qualities for soft wheat, rye, barley, maize and durum wheat for the 1967/68 season	1s. 0d. (1s. 3d.)
217/67	Fixing the conditions for granting refunds which may be awarded on exports to third countries in the form of goods not covered by Annex II of the Treaty, of certain agricultural products	1s. 6d. (1s. 9d.)
223/67	On measures for applying refunds and levies to the export of olive oil	10d. (1s. 1d.)
224/67	On certain procedures concerning subsidies for oil seeds	1s. 6d. (1s. 9d.)
225/67	On the methods for determining the world market price for oil seeds	10d. (1s. 1d.)
226/67	On methods for fixing for July 1967 the average c.i.f. prices for processed products derived from cereals, including compound animal feeding stuffs	8d. (11d.)
227/67	On the transitional rules applying to trade in certain processed products derived from rice	8d. (11d.)
230/67	On refunds on exports of processed products based on cereals	8d. (11d.)
231/67	Relating to refunds applicable to exports of compound animal feeding stuffs based on cereals	8d. (11d.)
232/67	Fixing the refunds on exports of pigmeat	10d. (1s. 1d.)
233/67	Fixing the maximum amounts of the denaturing premium for sugar used for animal feeding stuffs	8d. (11d.)
234/67	On the transitional measures for sugar not enjoying free circulation on July 1, 1967	8d. (11d.)
236/67	On the procedures concerning the granting of refunds on sugar exports to third countries	10d. (1s. 1d.)
237/67	Determining the procedures and conditions for taking over cereals by the intervention agencies for the 1967/1968 season	10d. (1s. 1d.)
239/67	On the rules concerning the refund on production and exemption from levy for sugars for use in the chemical industry	10d. (1s. 1d.)
241/67	Fixing the denaturation bonus for soft wheat for the 1967/1968 season	8d. (11d.)
242/67	On procedure for giving effect to the provisions concerning the denaturation of soft wheat and rye for bread-making	10d. (1s. 1d.)
243/67	Limiting the quantity of cereals imported free of levy under a system of existent finishing for certain processed products of cereals	8d. (11d.)
245/67	Fixing the levies applicable on import by a Member State from a Third Country of products derived from fruit and vegetables with added sugar	8d. (11d.)
246/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
247/67	Fixing the premiums to be added to the levies for cereals and malt	10d. (1s. 1d.)
249/67	Fixing the corrective amount applicable to the refund on cereals	8d. (11d.)
250/67	Fixing the refunds for cereals and for certain categories of wheat or rye flour, groats and meal	8d. (11d.)
269/67	Fixing the interim tax and subsidy applicable to the trade in compound feeding stuffs based on cereals between Italy and the other Member States.	8d. (11d.)
270/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
271/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
272/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
273/67	On fixing the amount of the subsidy for oil seeds	10d. (1s. 1d.)
280/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
308/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
309/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
310/67 3/67/EURATOM	Amending the Regulation of the Councils determining the emoluments of members of the Court of Justice	8d. (11d.)
344/67	Amending Regulation No. 277/67 on premiums and discounts applicable to intervention on cereals	8d. (11d.)
376/67	Fixing the amount of the subsidy on oil seeds	10d. (1s. 1d.)
4/67/EURATOM	Amending the Council Regulation No. 14 determining the emoluments of Members of the Commission	8d. (11d.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 46 of January 5 issue of the Journal.

Temporary suspension of the application of the complementary rate to chapter 58 of the tariff

THE *Board of Trade Journal* dated November 19, 1965 (page 1250), contained an announcement about the temporary replacement of the complementary rate to chapter 58 of the tariff by the following.

'For the purposes of the maximum duty chargeable on carpets, carpeting and rugs of sub-heading 58.01A, the dutiable area does not include the headings, selvedges and fringes.'

This was originally applied during the period November 1, 1965, to November 30, 1966, and was subsequently extended for a further year to November 30, 1967.

The *Journal Officiel des Communantés Européennes* No. 309, dated December 19, 1967, contains the text of Decision No. 67/774/CEE which extends this arrangement for a further year, to November 30, 1968.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

EEC—Iran trade agreement

THE *Board of Trade Journal* dated October 11, 1963 (page 813), contained an announcement about the EEC – Iran trade agreement. This came into effect on December 1, 1963 (see *Board of Trade Journal* of November 8, 1963), for a period of three years and was subsequently extended for a further period of one year.

The *Journal Officiel des Communautés Européennes* No. 309, dated December 19, 1967, contains the text of **Decision No. 67/773/CEE** which modifies and extends this agreement for a further period of one year from December 1, 1967. The provisions in the agreement for the temporary reduction of the Common Tariff for certain products of particular export importance to Iran will continue to apply. Until June 30, 1968, these will be at the levels shown in the original announcement in the *Board of Trade Journal* of October 11, 1963. These are reproduced below:

Tariff heading	Description of goods	Common Tariff (Temporarily Reduced Rates)
58.01 A	Carpets, knotted, of sheep's or lamb's wool or of fine animal hair	*Ad valorem* The duty remains at 32%; the maximum charge is temporarily reduced to 4·5 UC (a) per sq. metre
08.04 B	Grapes, dried	7·2%
08.12 A	Apricots, dried	7%
ex 16.04 A	Caviare (sturgeon's eggs)	24%

(a) UC = Unite de Compte (present value 1 US dollar).

From July 1, 1968, the tariffs on these products will be temporarily reduced to the following levels to take account of the various tariff concessions recently granted to Iran by the EEC including those resulting from the Kennedy Round of GATT negotiations.

Tariff heading	Description of goods	Common Tariff (temporarily reduced rates applicable from July 1, 1968)
58.01 A	Carpets, knotted, of sheep's or lambs' wool or of fine animal hair	24% with a maximum of 4 UC (a) per square metre
08.04 B	Grapes, dried	6%
08.12 A	Apricots, dried	6%
ex 16.04 A	Caviare (sturgeon's eggs)	24%

(a) UC = Unite de Compte (present value 1 US dollar).

The common tariff rate for dried grapes imported within the limits of the annual Community quota will be temporarily reduced to 1.2 per cent with effect from December 1, 1967.

It will be for Member States to adjust their national tariffs in accordance with the EEC procedure for moves towards the Common Tariff.

Decision No. 67/775/CEE, the text of which is published in the *Officiel Journal*, dated December 19, 1967, sets out the following adjustments which will be made to national tariffs as a result of this agreement. These also take into account additional concessions made to the Iranians by the EEC.

Tariff No.	Description	Period Covered	Tariff Rate
	FRANCE		
08.04 B	Grapes, dried	Until 30/6/68	6·4%
08.12 A	Dried apricots	1/12/67–30/6/68	7·0%
08.12 A	Dried apricots	1/7/68–30/11/68	6·0%
ex 16.04 A	Caviare (sturgeon's eggs) . .	1/12/67–30/11/68	24·0%
ex 58.01 B	Carpets, knotted or woven of sheep's or lamb's wool or of fine animal hair, having per metre of warp 250 rows or less	1/1/68–30/6/68	32·0% with a maximum levy of 4·5 UC per m2
58.02 B	Kelem rugs	1/1/68–30/6/68	16·8%
	GERMANY		
08.04 B	Grapes, dried	Until 30/6/68	4·4%
08.12 A	Dried apricots	Until 30/6/68	5·4%
ex 16.04 A	Caviare (sturgeon's eggs) . .	1/12/67–30/11/68	24·0%
58.01 A'	Carpets, knotted or woven of sheep's or lambs' wool or of fine animal hair, whether or not made up	Uuntil 30/6/68	27·6% with a maximum levy of 17·55 DM per m2
	ITALY		
ex 08.04 B	Grapes, dried	1/1/68–30/6/68	7·2%
08.05 D	Pistachios	1/1/68–30/6/68	2·0%
08.12 A	Dried apricots	1·1·68–30/6/68	7·0%
08.12 A	Dried apricots	1/7/68–30/11/68	6·0%
	BENELUX		
08.05 D	Pistachios	1/1/68–30/6/68	2·0%
08.12 A	Dried apricots	1/7/68–30/11/68	6·0%
58.01 A	Carpets, knotted or woven, of sheep's or lamb's wool or of fine animal hair, whether or not made up	Until 30/6/68	28·8% with a maximum levy of 225 FB per m2
58.02 B	Kelem rugs	1/1/68–30/6/68	16·8%

Imports of dried grapes (ex 08.04B) within the limits of the annual Community quota, will be charged at the reduced tariff rate of 1.2 per cent during the period December 1, 1967, to November 30, 1968.

The French text of the Decisions referred to above may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

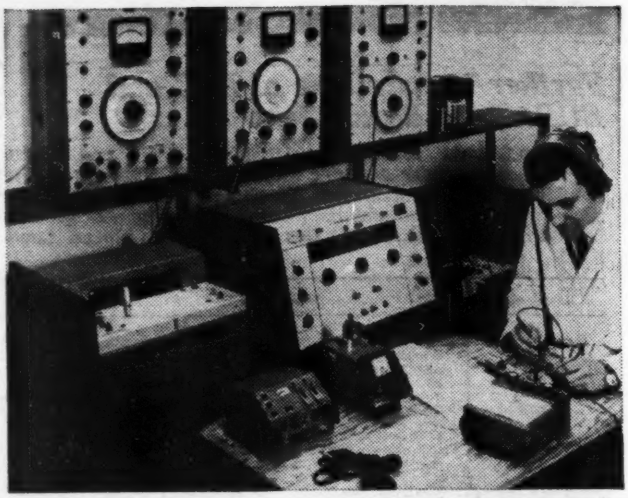
Common organization of the market for sugar and products containing sugar, from July 1, 1968

In the announcement in the *Board of Trade Journal* dated September 29, 1967 (pages 783/4) about the transitional measures to be applied to the market organization in the sugar sector, reference was made to the principles adopted by the Council of the EEC for the final common organization of the market in this sector. The Council have now approved the text of Regulation No. 1009/67/CEE which is based on these principles and will set up, with effect from July 1, 1968, the final Common Market organization for sugar and products containing sugar. The Regulation is published in the *Journal Officiel des Communautés Européennes* No. 308 dated December 18, 1967, and will affect the following products:

Common Customs Tariff No.	Description
12.04	Sugar beet, whole or sliced, fresh dried or powdered; sugar cane.
17.01	Beet sugar and cane sugar, solid.
ex 17.02	Other sugar (excluding lactose and glucose); syrups (excluding lactose and glucose syrups); honey substitutes, whether or not mixed with natural honey; caramelized sugar and molasses.
17.03	Molasses, whether or not decolorized.
ex 17.04	Sugar confectionery not containing cocoa: B. Chewing gum. C. Other.
ex 17.05	Sugar (excluding lactose and glucose), syrups (excluding syrups of lactose and glucose) and molasses, flavoured or coloured (including vanilla or vanillin flavoured sugar), excluding fruit juices containing sugar in any proportion.
ex 18.06	Chocolate and other food preparations containing sugar.
ex 19.02	Preparations of flour, starch or malt extract of a kind used as infant food, or for dietetic or culinary purposes, containing less than 50% by weight of cocoa and containing sugar.
ex 19.08	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion, containing sugar.
ex 21.06	Natural yeasts, active or inactive.
ex 21.07	Food preparations not elsewhere specified or included, containing sugar.
ex 22.02	Lemonade, flavoured spa waters and flavoured aerated waters, and other non-alcoholic beverages containing sugar, not including fruit and vegetable juices falling within heading No. 20.07.
ex 22.09 C III	Other spirituous beverages containing sugar.
29.04 C II	Manitol and sorbitol.

The following Regulations which concern the common organization of the market for sugar and products containing sugar, as set up in Regulation No. 1009/67/CEE have also been published in the *Journal Officiel*.

Regulation No. 1027/67/CEE fixes the basic quotas for sugar. (*Journal Officiel* No. 313 dated December 22, 1967.)



One of the leaders in the field of audiometers and an exporter of audiometric and acoustic equipment, Alfred Peters & Sons Ltd., Sheffield, are using for the first time lead-grey Bondene PVC-clad aluminium for casing their new audiometers. The picture shows an electronics engineer checking a printed circuit board in the laboratory of the Sheffield firm. In the foreground are Bondene cased audiometers, including a junior speech trainer, used as a hearing aid in clinics. In the background are a beat frequency oscillator, a frequency analyzer and an audio frequency spectrometer.

Regulation No. 1043/67/CEE relates to methods of application for the fixing of basic quotas in the sugar sector. (*Journal Officiel* No. 314 dated December 23, 1967.)

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in processed agricultural products

The *Board of Trade Journal* dated December 22, 1967 (page 1616) contained an announcement about trade in processed agricultural products.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 314 dated December 23, 1967.

Regulation No. 1042/67/CEE extends the validity of Regulations No. 214/67/CEE and No. 407/67/CEE (*Board of Trade Journal* dated August 18, 1967) which both concern the special arrangements to be applied to trade in goods, covered by basic Regulation No. 160/66/CEE, between the Member States and Greece.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for oils and fats

The *Board of Trade Journal* dated December 22, 1967 (page 1616) contained an announcement about the common organization of the market for olive oil and oil seeds.

The text of the following Regulations which also affect trade in the oils and fats sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1017/67/CEE fixes the monthly increases for the market target price, the intervention price and the threshold price for olive oil for the marketing year 1967/1968. (*Journal Officiel* No. 311 dated December 21, 1967).

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system. (*Journal Officiel* No. 314 dated December 23, 1967).

Regulation No. 1052/67/CEE relates to methods of application of production refunds for olive oil used in the manufacture of canned fish and vegetables. (*Journal Officiel* No. 315 dated December 28, 1967).

Regulation No. 1057/67/CEE fixes the production refunds for olive oil used in the manufacture of canned fish and vegetables. (*Journal Officiel* No. 318 dated December 29, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for cereals

The *Board of Trade Journal* dated January 5, 1968 (page 58) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations and Decision which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1016/67/CEE modifies Regulation No. 473/67/CEE (*Board of Trade Journal* dated September 22, 1967, page 728) which relates to import and export certificates for cereals and rice. (*Journal Officiel* No. 310 dated December 20, 1967).

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system. (*Journal Officiel* No. 314 dated December 23, 1967).

Regulation No. 1056/67/CEE modifies the levies applicable to imports of processed products with cereal or rice base. (*Journal Officiel* No. 315 dated December 28, 1967).

Decision No. 67/785/CEE modifies Decision No. 67/699/CEE (*Board of Trade Journal* dated December 8, 1967, page 1504) which authorizes France to apply particular intervention measures in the wheat sector. (*Journal Officiel* No. 317 dated December 28, 1967).

Regulation No. 1066/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base. (*Journal Officiel* No. 318 dated December 29, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

The *Board of Trade Journal* dated January 5, 1968 (page 58) contained an announcement about the common organization of the market for rice.

The text of the following Regulations which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1016/67/CEE modifies Regulation No. 473/67/CEE (*Board of Trade Journal* dated September 22, 1967, page 727) which relates to import and export certificates for cereals and rice. (*Journal Officiel* No. 310 dated December 20, 1967).

Regulation No. 1018/67/CEE completes Regulation No. 365/67/CEE (*Board of Trade Journal* dated August 25, 1967, page 488) which concerns the rules to be applied for fixing in advance the levies applicable to rice and broken rice. (*Journal Officiel* No. 311 dated December 21, 1967).

Regulation No. 1019/67/CEE completes Regulation No. 366/67/CEE (*Board of Trade Journal* dated August 25, 1967, page 488) which establishes, for rice, the general rules relating to export refunds and the criteria for fixing their amount. (*Journal Officiel* No. 311 dated December 21, 1967).

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EEC, *continued*

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system. (*Journal Officiel* No. 314 dated December 23, 1967).

Regulation No. 1050/67/CEF fixes, for the marketing year 1967/1968 the methods to be taken in consideration for the adjustment of import levies and export refunds fixed in advance, for paddy-rice, polished long grain rice and semi-polished rice. (*Journal Officiel* No. 315 dated December 28, 1967).

Regulation No. 1056/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base. (*Journal Officiel* No. 315 dated December 28, 1967).

Regulation No. 1066/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base. (*Journal Officiel* No. 318 dated December 29, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated December 29, 1967 (page 1670) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulations which also affect trade in this section was published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 1024/67/CEE modifies the supplementary amount for certain products in the pigmeat sector. (*Journal Officiel* No. 311 dated December 21, 1967).

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system. (*Journal Officiel* No. 314 dated December 23, 1967).

Regulation No. 1051/67/CEE fixes the export refunds in the pigmeat sector for the period beginning January 1, 1968. (*Journal Officiel* No. 315 dated December 28, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for poultry meat

THE *Board of Trade Journal* dated December 29, 1967 (page 1617) contained an announcement about the common organization of the market for poultry meat.

The text of the following Regulation which also affects trade in this sector was published in the *Journal Officiel des Communautés Européennes* No. 314 dated December 23, 1967.

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated December 22, 1967 contained an announcement about the common organization of the market for eggs.

The text of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 1025/67/CEE fixes the refunds for eggs in the shell exported in the form of goods not covered by Annex II to the Treaty of Rome. (*Journal Officiel* No. 311 dated December 21, 1967.)

Regulation No. 1041/67/CEE concerns methods of application of export refunds for products subject to a special price system. (*Journal Officiel* No. 314 dated December 23, 1967.)

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar

THE *Board of Trade Journal* dated January 5, 1968 (page 58) contained an announcement about the common organization of the market for sugar.

The text of the following Regulation and Decisions which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 1029/67/CEE relates to adjustments of production quantities for sugar fixed for the marketing year 1967/1968. (*Journal Officiel* No. 313 dated December 22, 1967.)

Decision No. 67/783/CEE authorizes Germany to suspend partially the collection of levies on certain quantities of dried slices of sugar beet imported from third countries (*Journal Officiel* No. 317 dated December 28, 1967.)

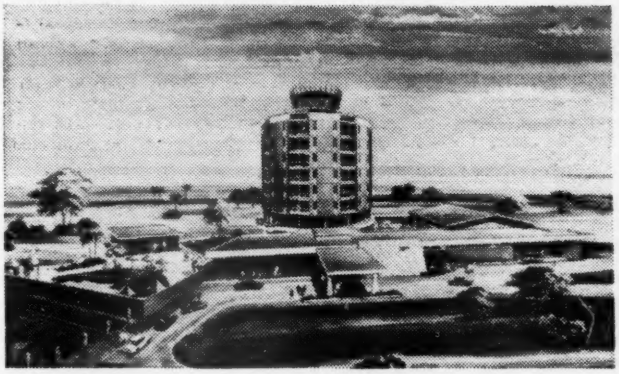
Decision No. 67/784/CEE authorizes Belgium to suspend partially the collection of levies on certain quantities of dried slices of sugar beet imported from third countries. (*Journal Officiel* No. 317 dated December 28, 1967.)

The French text of the above Decisions and Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

An annual export conference being held at the Surbiton factory of Gala Cosmetics International Ltd. This was attended by over 70 *distributors from many parts of the world. Exports account for some* 30 *per cent of production, and go to over* 60 *countries.*

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



An artist's impression of the new hotel to be built in Georgetown for Pegasus Hotels, Guyana, Ltd. (a subsidiary of BOAC). Work has already begun on the hotel, the contractors for which are Taylor Woodrow.

ALGERIA

Imports of textiles

THE ALGERIAN *Journal Officiel* of December 5, 1967, announced that as from that date all imports of the following textile goods would be the responsibility of the Groupement Professionel d'Achat des Textiles (GITEXAL) and the Groupement Professionel d'Achat de l'Industrie Textile (GADIT):

52-02	Woven fabrics of metal thread or of metalized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like.
58-04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 58-05).
58-10	Embroidery in the piece, in strips or in motifs.
60-01	Knitted or crocheted fabric, not elastic nor rubberized.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408 or 423).

Imports of cream

THE FRENCH publication *Moniteur du Commerce International* of November 25, 1967, announced that according to the Algerian press all imports of cream, fresh, not concentrated or sweetened (tariff heading No. 04-01C) would be subject to advance endorsement by the *Office National de Commercialisation* (ONACO) as from November 18.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288, 408 or 423).

Import restrictions

THE ALGERIAN *Journal Officiel* of December 5, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
52-02	Woven fabrics of metal thread or of metallized yarn, of a kind used in articles of apparel, as furnishing fabrics or the like.
58-04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55-08 and fabrics falling within heading No. 58-05).
58-10	Embroidery in the piece, in strips or in motifs.
60-01	Knitted or crocheted fabrics not elastic nor rubberised

Existing orders could be admitted quota-free until November 30, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 288 or 408).

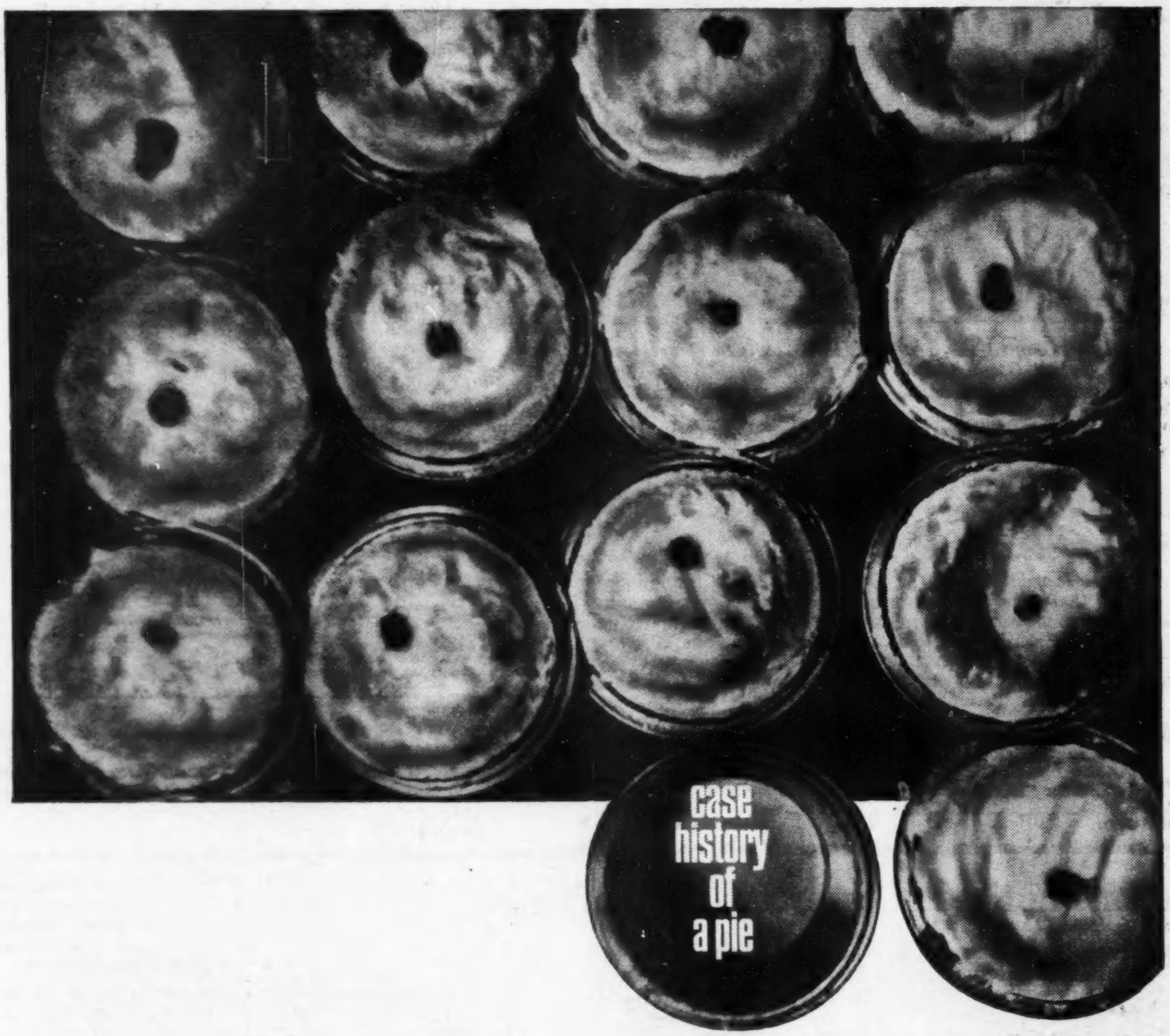
Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice	
49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax - Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback	
7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback duty paid under the Import Duties Act 1958 may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribuition Payments and Corresponding Repayments.

Export Rebates	
435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

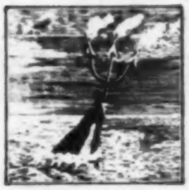


Roberts and Birch have been making delicious pies in Staffordshire for over a century. These are some of them – but they're different. They were cooked by natural High Speed Gas.

Roberts and Birch is one of the first firms in the country to be converted to natural gas. The flame from the sea has been talked about for a long time, but now there's proof that it's no piecrust promise.

It's already hard at work, not only baking pies, but in many more factories and homes in the Midlands. Soon other areas will be converted and eventually the whole country will benefit from the North Sea finds.

Gas will be abundant; gas will become progressively cheaper and gas will be there for the piping. For pies and people.



HIGH SPEED GAS...more and more heat for everyone

REPUBLIC OF SOUTH AFRICA

Import Control Regulations, 1968

NOTICE WAS GIVEN in the *Board of Trade Journal* of December 15, 1967 (page 1574) of a preliminary announcement by the South African Minister of Economic Affairs concerning import control for 1968. A copy has now been received of Government Notice R1990, published in the Republic of South Africa *Government Gazette* of December 15, 1967, which sets out in detail the Import Control Regulations for 1968.

The Regulations cover five groups of commodities, as follows:

1. FREE LIST

This group consists of goods which may be imported from any country without an import permit. The Free List is given in full in Schedule 1 to this notice.

2. CAPITAL PLANT AND EQUIPMENT AND RAW MATERIALS

Permits for the import of these goods required by industry, agriculture and mining (*excluding* agricultural tractors and earthmoving equipment) will be granted on the following basis:

- (i) to merchants who import for re-sale – according to such quotas as may be authorized from time to time;
- (ii) to manufacturers who import for their own use –
  - (a) for raw materials – on the basis of consumption (on application, permits will be granted for an amount equal to the difference between the cost of the stock on hand of similar goods at the time of application and the cost of six months' stock at the current rate of consumption); and
  - (b) for capital plant and equipment – on the basis of essentiality.

In all cases, however, both manufacturers and merchants are expected to obtain their requirements of the goods and capital plant and equipment covered by this group from local sources whenever it is possible to do so.

The initial 1968 allocations for raw materials imported by merchants will be 75 per cent of the importer's permit issues for 1967.

Merchant importers of capital plant and equipment of an f.o.b. price not exceeding R1,000 per single unit will be granted a first round allocation equal to 75 per cent of their 1967 permit issues. For plant and equipment of an f.o.b. price exceeding R1,000 per single unit merchant importers must make application on a prescribed form Excon 81.

Import permits issued for goods in this group will not be valid for the import of items in groups 3, 4 or 5.

3. VEHICLES

This group comprises the following:

- (i) motor cars;
- (ii) commercial vehicles;
- (iii) motor cycles;
- (iv) motor scooters;
- (v) mopeds and auxiliary engines, including outboard and inboard motors;
- (vi) c.k.d. material for motor vehicles;
- (vii) agricultural tractors;
- (viii) earth-moving equipment; and
- (ix) maintenance spares and accessories for the above.

Permits for the import of these goods will be issued to registered importers in accordance with such import quotas as may be authorized from time to time.

Import permits will be issued to individuals to provide for the importation of built-up motor vehicles on the following basis:

- (a) in the case of motor vehicles with an f.o.b. cost not exceeding R1,900 – provided the motor vehicle has been used by the applicant for a period of not less than two calendar months outside the Republic of South Africa and has been registered in the name of the applicant during that period; and
- (b) in the case of a motor vehicle with an f.o.b. cost exceeding R1,900 – at any time on application.

Import permits issued for goods in this group will not be valid for the import of items in groups 2, 4 or 5.

4. CONSUMER GOODS

This group covers:

- (a) a number of items, set out in seven sections, listed in Schedule II to this notice (the number of goods in Section 7 has been reduced compared with that published previously, and the items removed have been included in Sections 1 to 6);
- (b) (i) general merchandise other than the items covered by 4 (a) above,
  - (ii) textile piece goods imported by merchants, and
  - (iii) all other items not included elsewhere in this notice; and
- (c) a number of items, set out in Schedule III to this notice, including many which were previously included in the Restricted List (Group 5) and/or whose import was administratively controlled.

Import permits issued for the goods covered by Group 4 (a) 1 to 6 will be valid for any of the goods so listed and will not be restricted to any particular section or any item within a section. A permit issued for goods in Group 4 (a) 7, however, will be valid only for the goods mentioned in the permit. No permits issued for goods in Group 4 (a) 1 to 7 will be valid for any goods other than those for which they are issued.

The initial 1968 allocation for goods in Group 4 (a) 1 to 7 will be 75 per cent of an importer's 1967 permit issues.

Permits for the import of general merchandise (Group 4 (b) (i) goods) will be valid also for goods covered by Group 4 (a) 1 to 6 and may also be converted for the import of goods on the Restricted List, but will not be valid for goods in Groups 3, 4 (a) 7 or 4 (c). Import permits for textile piece goods, however, may be used only for textile piece goods.

The initial 1968 allocation for general merchandise will be 75 per cent of an importer's 1967 permit issues.

Importers of rice will get the same tonnage initial 1968 allocation as the initial 1967 issue. Permits will be issued on application, on receipt of signed invoices stating the f.o.b. price of the tonnage to which the importer is entitled.

Quotas for the import of goods in Group 4 (c) will be determined from time to time, and the relevant import permits will be issued to registered importers in accordance with such quotas. Each application will be considered on the merits of the case. Permits issued will be valid only for the goods specifically described on them, and will not be valid for any goods in any other part of the notice.'

5. RESTRICTED LIST

This group consists of goods, listed in detail in Schedule IV to this notice, which may be imported into South Africa only if the goods are specifically described in the relevant import permit.

Importers wishing to import any of the goods detailed in this group may convert their import permits into specific permits (in which the goods to be imported are described), provided –

- (i) the goods to be imported under the specific permit applied for, fall within the same general category as the goods detailed in the original permit issued; and
- (ii) the importer surrenders R2 of his original import permit for every R1 of the specific permit required.

As a concession to importers of goods detailed in this group, the first R5,000 of an importer's total annual quota received may be converted to a specific permit on the basis of R1 for R1.

Note:

Goods other than those mentioned in the Free List should not be shipped unless the importer is in possession of a suitable valid import permit. Goods which arrive at ports in the Republic of South Africa and for which the importer cannot produce a valid import permit, will be deemed to have been imported in contravention of the Import Control Regulations.

Import permits may not be negotiated, sold or used to the benefit of any firm not named in the import permit without the prior written approval and consent of the Director of Imports and Exports. Any import permits which appear to have been used in this manner will be cancelled and withdrawn forthwith. Nothing in the notice absolves an importer from the obligation of also complying with the provisions of other legislation relating to the importation of goods into the Republic of South Africa.

SCHEDULE I. FREE LIST – GROUP 1

Note – The articles appearing in this schedule shall also be exempt from the production of permits when they are imported under rebate of customs duty under the Third, Fourth and Fifth Schedules to the Customs and Excise Act, No. 91 of 1964.

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

The meaning to be assigned to any description of such articles shall be the meaning assigned to similarly numbered items in the First Schedule to the Customs and Excise Act, No. 91 of 1964.

All goods mentioned in this schedule shall include maintenance spares therefor, provided such spares do not fall under the items in respect of which a specific permit is required in terms of Groups 4 (a), 7, 4 (c) and 5.

(1) Description of Goods	(2) Tariff Heading No.
Sausage casings (animal)	Ex 05.04
Sausage casings (other)	Ex 39.07 Ex 48.21
Tea	09.02
Petrol and aviation spirit	Ex 27.07 Ex 27.10
Kerosene	Ex 27.07 Ex 27.10
Distillate fuels and residual fuel oils	Ex 27.07 Ex 27.10
Crude oil	27.09
White spirit	Ex 27.10
Lubricating greases; lubricating oil, transformer oils	Ex 27.10 Ex 34.03
Petroleum jelly	27.12
Benzine, toluene, xylene, hexane, heptane, octane	Ex 29.01
Duplicating machine ink	Ex 32.13
Lifesaving rockets and flares	Ex 36.05
X-ray plates and film	Ex 37.01 Ex 37.02
Photographic paper, sensitized	Ex 37.03
Additives for mineral oils and petrol not prepared for retail sale	Ex 29.19 Ex 29.341 Ex 38.14
Buckles, including buckle-slides and buckle-clasps and metal fasteners therefor; buckle moulds, hooks, hooks and eyes; hooks and bars and waisthooks; trouser clips and slides; dress shields; crochet needles; thimbles	Ex 39.07 Ex 40.13 Ex 61.11 Ex 73.33 Ex 73.40 Ex 83.09
Typewriter erasers	Ex 40.14
Lifebuoys and lifebelts	Ex 45.03 Ex 45.04 Ex 70.21
Tracing paper; printed pattern paper for the clothing industry	Ex 48.03 Ex 48.07
Stencil sheets for duplicating	Ex 48.07 Ex 48.13
Pocket diaries and refills	Ex 48.18
Belt backing; plain paper patterns, or with printed instructions for dressmaking, and printed envelopes in which such patterns are imported	Ex 48.21
Printed books, booklets, brochures, pamphlets and leaflets	Ex 49.01 Ex 49.11
Newspapers and periodicals	Ex 49.02
Children's picture books and painting books	49.03
Music, printed or in manuscript	49.04
Maps, charts, atlases and globes	49.05
Transfers (Decalcomanias)	Ex 49.08
Catalogues; price lists and trade publications; paper dressmaking pattern catalogues; printers' proofs	Ex 49.11
Wool	53.01 Ex 53.05
Wool noils	Ex 53.03
Wool tops	Ex 53.05
Man-made staple fibres	56.01 56.02 56.04
Waistbanding in the piece	Ex 58.05 Ex 61.11
Belt backing; eyeletted tape and hook-and-eye tape	Ex 58.05
Elastic, tape, braid, webbing, ribbon and bindings; cloth labels and tabs with woven inscriptions	Ex 58.05 Ex 58.06 Ex 58.07 Ex 59.13
Dressing gown cord; narrow woven textile fabrics with woven fringes; ornamental trimmings in the piece; loops and loopings for the overall and clothing industry	Ex 58.07
Buttonhole gimp yarn	Ex 58.07
Embroidered edgings in the piece and motifs	Ex 58.10
Tracing cloth	Ex 59.07
Elastic trouser bindings; elastic trimmings, not knitted or crocheted	Ex 59.13
Second-hand overcoats	Ex 63.01
Edgings, knitted, not elastic or rubberized; pyjama girdles	Ex 60.05
Suspender ends and grips	Ex 61.09
Shoulder and other pads; dressing gown girdles	Ex 61.11
Elastic trouser bands; adjustable shoulder straps for women's underwear	Ex 61.11
Headbands and chevrettes of leather or imitation leather for headgear; peaks	Ex 65.07
Diamonds; unworked and synthetic	Ex 71.02 Ex 71.03
Shaving brushes	Ex 71.13 Ex 96.02
Drawing pins	Ex 73.31 Ex 74.14
Caps, rivets and eyelets, eyelets	Ex 73.32 Ex 74.15 Ex 76.16 Ex 83.09
Needles, excluding knitting needles	Ex 39.07 Ex 73.33 Ex 76.16 Ex 95.04
Pins, including safety pins	Ex 73.34 Ex 74·19
Metal fasteners for buttons	Ex 73.40
Dies and cutters	Ex 82.04 Ex 82.05
Banding machines and tools	Ex 82.04 Ex 84.19
Stapling machines and tools	Ex 82.04 Ex 84.32 Ex 84.33 Ex 84.47 Ex 84.54 Ex 84.59
Scissors, excluding those plated with precious metal	Ex 82.12
Hairclippers	Ex 82.13
Tower and turret bells and parts thereof	Ex 83.11
Weighing machinery (excluding balances of a sensitivity of five centigrammes or better), including weight operated counting and checking machinery, but excluding weighbridges; weighing machine weights of all kinds	Ex 84.20
Paper shredders	Ex 84.31 Ex 84.54
Hand guillotines for use in the paper industry	Ex 84.33
Industrial sewing machines	Ex 84.41
Spare parts and needles for industrial sewing and knitting machines	Ex 84.37 Ex 84.38 Ex 84.41
Needles and spare parts for all domestic sewing machines	Ex 84.41
Cheque writing machines	Ex 84.51
Typewriters	Ex 85.51
Calculating machines	Ex 84.52 Ex 85.53
Cash registers	Ex 84.52 Ex 84.53
Accounting machines	Ex 84.52 Ex 84.53
Postal franking machines	Ex 84.52
Ticket issuing machines	Ex 84.52
Adding machines	Ex 84.52 Ex 84.53
Continuous stationery processing machines for use in conjunction with electronic data processing machines	Ex 84.53
Electronic data processing machines and ancillary and peripheral equipment and parts therefor	Ex 84.53
Tabulators	Ex 84.53
Bookkeeping machines	Ex 84.53
Change-giving machines	Ex 84.54
Coin-counting and sorting machines	Ex 84.54
Addressing machines	Ex 84.54
Duplicating machines	Ex 84.54
Electronic stencil cutters	Ex 84.54
Collating, folding, inserting and closing machines	Ex 84.54
Automatic typewriting equipment – when imported separately from typewriters	Ex 84.54
Watch-cleaning machines	Ex 84.59
Primary batteries of a type ordinarily used for deaf-aids	Ex 85.03
Hair clippers, electric	Ex 85.07
Electrostatic automatic document reproducers and peripheral and ancillary equipment and parts therefor	Ex 90.07
Optical appliances and instruments	Ex 90.13
Surveying instruments	Ex 90.14
Balances with or without their weights	90.15
Drawing and mathematical sets; set squares; protractors; school rulers; compasses; dividers and protractors of the cheap school type	Ex 90.16
Medical, dental, surgical and veterinary instruments and appliances	90.17
Gas masks and other lifesaving equipment, including mine rescue apparatus	Ex 90.18
Orthopaedic appliances, surgical belts, trusses and the like; artificial limbs, eyes and other artificial parts of the body (excluding artificial teeth)	Ex 90.19
Hearing aids	Ex 90.19
X-ray apparatus and accessories	Ex 90.20
Scientific and laboratory instruments	Ex 90.22 Ex 90.23 Ex 90.24 Ex 90.25
Air pressure gauges	Ex 90.24
Gas supply and production meters	Ex 90.26
Time registers and recorders	Ex 91.05
Clock movements	91.08 Ex 91.11
Dictating machines	Ex 92.11
Verey light pistols, line throwing guns and the like used for livesaving	Ex 93.04
Whalebone supports used in clothing	Ex 95.05
Button moulds; snap fasteners; press-button tape; plain single shirt studs, other than those of metal, generally used in the clothing industry	Ex 98.01
Penholders	Ex 98.03
Pen nibs	Ex 98.04
Pencil leads; tailors' chalks	Ex 98.05
Corset busks and similar supports for articles of apparel or clothing accessories	98.13
Vacuum flasks and glass inners for vacuum flasks	Ex 70.12 Ex 98.15

SCHEDULE II. CONSUMER GOODS – GROUP 4(A)

Note – All goods mentioned in this schedule shall include maintenance spares therefor, provided such spares do not fall under the items in respect of which a specific permit is required in terms of Groups 4 (c) and 5.

(1) Description of Goods	(2) Tariff Heading No.
I	
Paints, ready-mixed for use; and enamels, poster colours, flat oil paints and sheepmarking oils; colour washes and distempers in paste or powder form; colours ground in oil	32.09 Ex 32.10
Plastic sheeting, in rolls, other than foam plastic	Ex 39.01 Ex 39.02 Ex 39.03 Ex 39.05
Thermosetting resin-laminated decorative plastic sheeting and sheets; plastic tubing	Ex 39.01 Ex 39.02 Ex 39.07
Tiles	Ex 39.01 Ex 39.02 Ex 39.07 Ex 40.08 Ex 40.14 Ex 44.06 Ex 44.28 Ex 45.04 Ex 48.12 Ex 59.10 Ex 68.03 Ex 68.07

(1) Description of Goods	(2) Tariff Heading No.
	Ex 68.08 Ex 68.09 Ex 68.10 Ex 68.11 Ex 68.12 Ex 68.13 Ex 68.16 Ex 69.01 Ex 69.02 Ex 69.04 Ex 69.05 Ex 69.07 Ex 69.08 Ex 70.16
Whalebone and other collar supports, including those of cardboard, celluloid and plastic and other packing pieces of celluloid, plastic, cardboard and/or reinforced cardboard	Ex 39.03 Ex 48.15 Ex 48.21 Ex 49.11 Ex 98.13
Bags of regenerated cellulose film; printed or unprinted paper bags (including pictorial seed packets of paper), and bags made of aluminium foil backed or lined with paper	Ex 39.07 Ex 48.16 Ex 76.16
Yarns, threads and twists	Ex 40.06 Ex 40.07 50.04 50.05 50.06 50.07 51.01 51.02 51.03 52.01 53.06 53.07 53.08 53.09 53.10 54.03 54.04 55.05 55.06 56.05 56.06 57.05 57.06 57.07 57.08 Ex 58.07 Ex 70.20
Wood wool and wood flour	44.12
Handles, wooden	Ex 44.25
Felt, dampcourse and similar substances, in rolls or otherwise, for building purposes, including the wrapping of water pipes	Ex 48.07 Ex 59.02
Floor coverings on a base of paper/paperboard, whether or not cut to size, with or without a coating of linoleum compound	48.12
Printed, ruled, lithographed, or embossed labels, tickets and address tags or tabs. flat or in rolls	48.19
Labels, tickets and address tags or tabs, flat or in rolls, made of aluminium foil (printed or unprinted), backed with paper or plastic material; paper serviettes; paper doilies and paper mats	Ex 48 21 Ex 76.16
Printed cloth labels and tabs	Ex 49.11 Ex 58.06 Ex 61.11
Unprocessed cotton, including linters	Ex 55.01 Ex 55.02
Welts and/or knitted ribbing	Ex 60.01
Baths, cisterns, lavatory basins, sanitary pans, sinks, urinals and other sanitary ware of earthenware or stone, including porcelain ware	69.10
Pipes, piping and tubes	73.17 Ex 73.18 Ex 74.07 Ex 75.04 Ex 76.06 Ex 77.02 Ex 78.05 Ex 79.04 Ex 80.05 Ex 83.08 Ex 73.20
Pipefittings, viz.: (i) black malleable cast iron (ii) galvanized malleable cast iron (iii) cocks, taps and valves, viz. hose and toilet bibcocks, plain, pillar and stop cocks, bath, handbasin, shower and sink watermixers; shower units, tank locking cocks; ball valves; gate or sluice valves for use with pipes of an internal diameter not exceeding 8 inches	84.61
Electric conduit tubing, rigid or flexible	Ex 73.18 Ex 80.05 Ex 83.08 Ex 85.27
Wood screws and roofing screws of metal	Ex 73.32 Ex 74.15 Ex 75.06 Ex 77.03 Ex 79.06
Printed or unprinted aluminium foil, backed with paper or plastic	Ex 76.04
Badges, name or number plates, and similar articles (signs) of metal-enamelled. printed, lithographed, embossed, varnished or lacquered	Ex 83.14
Slide fasteners and parts; adjustable slide fasteners	98.02
2	
Candlewick	Ex 59.14
Laboratory glassware	Ex 70.17
3	
Jams, jellies and honey, artificial honey, pudding, cake and jelly powders, ice cream mixes, n.e.e.	Ex 04.06 Ex 17.02 Ex 19.02 Ex 20.05 21.07
Vegetables, tinned or otherwise preserved	07.02 07.03 Ex 07.04 Ex 20.01 Ex 20.02
Artists' materials	Ex 32.10 Ex 59.07 Ex 96.02 Ex 98.05
Polishes	34.05
Matches	36.06

(1) Description of Goods	(2) Tariff Heading No.
Photographic film	Ex 37.01 Ex 37.02 Ex 37.04 Ex 37.05
Cinematographic film	Ex 37.02 Ex 37.04 Ex 37.06 Ex 37.07
Watch straps	Ex 39.07 Ex 42.03 Ex 62.05 Ex 71.12 Ex 71.16
Towels, tissues, novelties, decorations, curtains, blinds, tablecloths and similar articles of paper or paperboard, badges and signs of plastic or plastic and metal	Ex 39.07 Ex 48.21
Articles of furskins	43.03
Portable electric lamps	Ex 44.27 Ex 83.07 Ex 90.13
Toilet paper; waxed paper	Ex 48.07 Ex 48.15
Loose-leaf covers and binders; letter or document files in book or folder form; plain paper stationery	Ex 48.14 Ex 48.18
Cardboard boxes, jars, cups and cartons, and paper cups, printed or otherwise	Ex 48.16
Blankets and rugs; fabrics raised on one or both sides and commonly used as sheeting, blanketing; padded quilts	Ex 53.11 Ex 55.09 Ex 56.07 Ex 60.05 Ex 62.01 Ex 63.01 Ex 94.04
Oil baize and oil cloth	Ex 59.09
Hosiery, finished or unfinished	Ex 60.03 Ex 61.10
Infants' knitted outerwear, not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length	Ex 60.04 Ex 61.05
Scarves	Ex 60.05 Ex 61.06
Handkerchiefs	61.05
Bibs and feeders	Ex 61.11
Towels and bath mats of woven terry towelling	Ex 58.02 Ex 62.02
Household crockery	Ex 69.11 Ex 69.12
Oil lamps and lanterns, L/P lamps and lanterns, L/P gas heaters, metal torches (excluding batteries)	Ex 69.13 Ex 70.14 Ex 74.17 Ex 83.07 Ex 85.10
Household glassware	Ex 70.13
Patty pans	Ex 70.13 Ex 73.38
Stoves, ranges, coppers, grates, ovens and steam-jacketed pans, not being for industrial or manufacturing purposes	Ex 73.36 Ex 73.37 Ex 73.38 Ex 74.17 Ex 84.17 Ex 84.40 Ex 85.12
Icing sets	Ex 73.38 Ex 76.15 Ex 80.06
Strainers and sieves	Ex 73.38 Ex 96.06
Skimmers	Ex 73.38 Ex 75.06 Ex 82.14
Baths	Ex 73.38 Ex 74.19
Hedge shears, pruners and secateurs	Ex 82.01
Graters	Ex 82.04 Ex 82.08
Tin openers	Ex 82.04 Ex 82.08
Food slicers	Ex 82.04 Ex 82.08 Ex 85.06
Bacon slicers	Ex 82.04 Ex 82.08 Ex 85.06
Flat irons, paraffin and petrol types	Ex 82.04
Egg whisks	Ex 82.08
Egg beaters	Ex 82.08 Ex 85.06
Cutlery, spoons and forks (including blanks)	Ex 82.09 Ex 82.14
Steel carving sets	Ex 82.09 Ex 82.14
Pocket knives and kitchen knives	Ex 82.09
Razors and shavers	Ex 82.11
Safety razor blades	Ex 82.11
Padlocks	Ex 83.01
Refrigerators, and deep freezers for household purposes	Ex 84.15
'Expresso' type coffee percolators, electrically heated	Ex 84.17
Vegetable peelers, electro-mechanical, with self-contained electric motor	Ex 85.06
Vegetable peelers, other	Ex 82.08
Domestic laundry washing machines	Ex 84.18 Ex 48.40
Glasswashing equipment	Ex 84.19
Dishwashing equipment	Ex 84.19
Lawnmowers	Ex 84.25
Pastry mixers	Ex 84.30
Knitting machines (domestic)	Ex 84.37
Domestic sewing machines	Ex 84.41
Vacuum cleaners	Ex 85.06
Food mincers. electro-mechanical with self-contained electric motor	Ex 85.06
Food mincers, other	Ex 82.08
Food mixers, electro-mechanical, with self-contained electric motor	Ex 85.06
Food mixers, other	Ex 82.08
Electrical cooking and heating appliances, not for industrial purposes	Ex 85.12
Hairdriers (domestic)	Ex 85.12

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

(1) Description of Goods	(2) Tariff Heading No.
Perambulators and baby carts	Ex 87.13
Fieldglasses, binoculars, opera glasses and telescopes	Ex 90.05
Projectors, cinematographic and image (excluding projectors for film of a width up to and including 35 mm). Cameras (excluding cameras for film of a width up to and including 35 mm) and accessories	Ex 90.07 Ex 90.08 Ex 90.09
Clocks and watches (excluding gold- and silver-cased)	91.01 91.02 91.03 91.04 Ex 91.05 91.07 91.09 91.10 91.11
Pianos	Ex 92.01
Organs and harmoniums	Ex 92.03
Harmonicas, piano accordions and concertinas	Ex 92.04
Gramophones	Ex 92.11
Tape and wire recorders	Ex 92.11
Tapes and wire prepared for sound recording	Ex 92.12
Firearms including gas pistols and humane killers	Ex 93.03 Ex 93.04
Airguns	Ex 93.05
Cartridges, but excluding 7·62 mm and 9 mm	Ex 93.07
Airgun pellets	Ex 93.07
Brushes, brooms, whisk brushes, feather dusters and mops	96.01 Ex 96.02
Fountain pens, ball-point pens and refills therefor	Ex 98.03
Self-propelling pencils, ball-point pencils and refills therefor	Ex 98.03
Smokers' pipes	Ex 98.11
Barbers' rubber combs	Ex 98.12
4	
Transmission belts and belting; conveyor belts and belting	Ex 39.07 40.10 Ex 42.04 Ex 42.06 59.16
Cylinders of a type used for liquid petroleum gas.	Ex 73.24 Ex 76.11
Bolts and nuts of metal	Ex 73.32 Ex 74.15 Ex 75.06 Ex 77.03 Ex 79.06
Welding electrodes	Ex 83.15
Windmills, working heads, turbine pumps other than submersible	Ex 84.07 Ex 84.10
Room air conditioners	Ex 84.12
Differential chain hoists; triple-spur-gear chain hoists	Ex 84.22
Ploughs – harrows, ploughshares and discs; buckrakes, cultivators; fertilizer distributors, hammer mills and combination hammer mills; maize pickers and harvesters; peanut pickers; diggers and harvesters; animal-drawn, tractor-drawn or mounted planters; potato spinners, diggers and harvesters; shellers and threshers, power-driven	Ex 84.24 Ex 84.25
Moulded case circuit breakers; motor control and sub-station control panels; battery chargers; ballasts for fluorescent lamps; electric generating sets; roof junction boxes; low voltage lightning arrestors; liquid motor starters; distribution boards	Ex 85.01 Ex 85.19
Electric motors, not less than 1 h.p.	Ex 85.01
Switches for electric stoves and hotplates	Ex 85.12
5	
Photocopying machines	Ex 84.54 Ex 90.10
6	
Aeroplanes and gliders	Ex 88.02
7	
Cream	Ex 04.01 Ex 04.02
Starch	Ex 11.08
Cement and concrete proofers (including hydraulic lime, roofing and similar prepared adhesive cement and other adhesives)	Ex 25.22 Ex 25.23 Ex 27.16 Ex 32.12 35.06 Ex 38.19 Ex 39.05 Ex 40.06
Natural asphalt and bitumen (including rock asphalt); petroleum bitumen; bitumen emulsions and mastics	Ex 27.14 Ex 27.15 Ex 27.16
Dextrinized starch, adhesives and glue, in bulk	Ex 35.01 Ex 35.03 35.05
Household articles made wholly or mainly of moulded or extruded plastic material	Ex 39.07
Regenerated cellulose tape (transparent and pressure sensitive)	Ex 39.03
Rubber hose	40.09
Rubber pneumatic tyre covers and tubes	Ex 40.11
Gloves	Ex 39.07 Ex 40.13 Ex 42.03 Ex 43.03 Ex 43.04 60.02 Ex 60.06 Ex 61.10 Ex 68.13
Gummed paper tape; pressure-sensitive adhesive paper, including masking tape	Ex 48.07 Ex 48.15
Pulpboard for building purposes	48.09
Twine, rope and cordage	59.04
Barbed and other fencing wire; baling wire	73.14 73.26
Wire netting	Ex 73.27
Plain copper wire, insulated electric cable and wire	Ex 74.03 Ex 74.10
Ice-cream cabinets and frozen food display cabinets	Ex 84.15
Generators up to 7½ kilowatt	Ex 85.01
Generators up to 250 amps	Ex 85.01

SCHEDULE III. CONSUMER GOODS – GROUP 4(C)

Note – In the case of jewellery consisting of gold medallions, or necklaces, pendants, girdles and brooches, containing gold medallions, proof of the country of manufacture of such medallions must be furnished before the granting of a permit for the importation thereof will be considered.

(1) Description of Goods	(2) Tariff Heading No.
Milk in sweetened condensed, unsweetened condensed, desiccated or other form, and including skimmed or separated milk	Ex 04.01 Ex 04.02
Butter and cheese	Ex 04.03 Ex 04.04
Soya beans, groundnuts, leguminous seeds (including peas, beans and lentils), n.e.e. (dried, whole, split, ground or otherwise prepared)	07.05 11.03 Ex 12.01
Dried prunes and dried currants	Ex 08.04 Ex 08.12
Barley, oats, rye, wheat, barley meal, barley malt, crushed oats, ground oats, rye flour, rye meal, rye bran, wheaten flour, wheaten meal, wheaten semolina, wheaten bran	Ex 10.01 10.02 10.03 10.04 Ex 11.01 Ex 11.02 Ex 11.07
Mealies, mealiemeal, mealieflour, crushed or cracked mealies, mealiegrit, samp or hominy chop	10.05 Ex 11.02
Unroasted or roasted or ground chicory	12.05 Ex 21.01
Desiccated vegetables	Ex 07.04 Ex 20.01 Ex 20.02
Coffee (roasted or ground), mixed; substitutes for coffee	Ex 09.01 Ex 21.01
Coriander seed whole or prepared in any form, plain bird seed (Canariensis), millet and manna	Ex 09.09 Ex 10.07 Ex 12.07
Castor-oil seed	Ex 12.01
Tung oil and oiticica oil	Ex 15.07
Smoked 'saithe-in-oil'	Ex 16.04
Paste, pulp, puree, extract or concentrate, of tomato	Ex 20.02
Glacé cherries	Ex 20.04
Mercury	Ex 28.05
The following to include raw materials and/or in finished dosage form:	
Diethylpropion hydrochloride	Ex 29.14
Dioxylamine succinate	Ex 29.22
Phenylbutazone	Ex 29.22
Paracetamol	Ex 29.23
Amylobarbitone and salts	Ex 29.25
Phenacetin	Ex 29.25
Pentobarbitone and salts	Ex 29.25
Cyclamic acid and salts	Ex 29.30
Dicyclamine Hcl	Ex 29.30
Furazolidone	Ex 29.35
Chlorpromazine hydrochloride	Ex 29.35
Nitrofurazone	Ex 29.35
Nitrofurantoin	Ex 29.35
Phenothiazine	Ex 29.35
Piperazine salts	Ex 29.35
Phenolphthalein	Ex 29.37
Digoxin	Ex 29.41
Quinine, quinidine and their salts	Ex 29.42
Quinalbarbitone and its salts	Ex 29.75
Lignocaine and its salts	Ex 30.03
Thiopentone and its salts	Ex 30.03
Ethyl chloride	Ex 29.02
Methylsalicylate (raw material)	Ex 29.16
Calcium methanesulphonate of isonicotinic acid hydrazine in raw material or finished dosage form	Ex 29.35
Injections (in finished dosage and ampoule form):	
Vitamin B12 and vitamin B complex	Ex 29.38
ACTH gel, solution and long acting (excluding the zinc salt)	Ex 29.39
Injections containing salts of penicillin and/or salts of streptomycin	Ex 29.44 Ex 30.03
Dental cartridges	Ex 30.03
Hyaluronidase in raw material and/or in finished dosage form	Ex 29.40
Narcotics derived from opium (raw material and/or in finished dosage form)	Ex 29.42
Antibiotics. Raw material and/or in finished dosage form:	
Calcium dioxytetracycline	Ex 29.44
Chlortetracycline hydrochloride BP	Ex 29.44
Oxytetracycline monohydrate BP	Ex 29.44
Oxytetracycline hydrochloride BP	Ex 29.44
Tetracycline hydrochloride BP	Ex 29.44
Tetracycline	Ex 29.44
Tetracycline phosphate complex	Ex 29.44
Aerosols (containing in finished dosage form):	
Polymixin and/or neomycin and/or bacitracin	Ex 29.44
Suture materials, surgical, sterile	Ex 30.05
Fertilizers	31.01 31.02 31.03 31.04 31.05
Ethylene polymers and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms of a specific gravity not exceeding 0·940	Ex 39.02
Polyvinyl chloride and copolymers in liquid, paste, blocks, lumps, powders and similar bulk forms	Ex 39.02
Jute bags (lined or unlined) and bags made from plastic or other material, of a kind used for the packing of goods	Ex 39.07 Ex 62.03
Natural rubber	Ex 40.01
Rubber latex	40.02
Synthetic rubber	40.02
Latex camelback	40.11
Wood (in the rough whether or not stripped of its bark or merely roughed down, roughly squared or half squared or planed but not further manufactured), boxes and shooks	44.01 44.03 44.04 44.05 44.06 44.07 Ex 44.13 Ex 44.21
Postage stamps	49.07 99.04
Jute fibre, jute bagging, sacking and hessian	57.03 Ex 57.10
Gold medallions or necklaces, pendants, girdles and brooches containing gold medallions	Ex 71.00
Coins	72.01 99.05

(1) Description of Goods	(2) Tariff Heading No.
Galvanized steel sheet in corrugated, flat, coil or strip form	Ex 73.12
Cold-rolled steel, in sheet, coil or strip form but excluding stainless steel	Ex 73.13 Ex 73.15
Copper	Ex 74.01
Electrolytic copper bar	Ex 74.01
Extruded brass rods	Ex 74.03
Cast phosphor bronze bars	Ex 74.03
Copper and brass sheet and copper circles (discs)	Ex 74.04
Zinc	Ex 79.01
Vices – mechanics', fitters', engineers', bench type (spindle operated, with or without quick release), woodworkers' or carpenters' (excluding table and leg vices, swivel vices and pipe vices including combination type)	Ex 82.04
Hammers of base metal being carpenters' claw, ballpein, club, sledge, joiners', telephone and brickhammers	Ex 82.04
Screwdrivers, excluding ratchet, screw-holding and jewellers' type	Ex 82.04
Hand punches – drive, rail, pin, centre, roofing and taper	Ex 82.04
Trowels	Ex 82.04
Twist drills – all types (excluding tungsten carbide drills and woodboring bitstock drills)	Ex 82.04 Ex 82.05
Other masons' hand tools (excluding stone cutting combs and holders, pitching tools, chiselpoint and stone chisels and plumb bobs)	Ex 82.04
Miners' safety lamps (cap lamps), electric	Ex 83.07
Concrete mixers	Ex 83.22
Scrapers	Ex 84.23
Guillotines excluding hand guillotines for use in the paper industry	Ex 84.33 Ex 90.10
Plate bending rolls	Ex 84.45
Presses for metal industry	Ex 84.45
Pressbrakes	Ex 84.45
Shapers	Ex 84.45
Centre-lathes	Ex 84.45
Conveyors	Ex 84.22
Television apparatus and equipment	Ex 85.15
Partly or wholly assembled radio and/or radiogram chassis and/or sub-assemblies and/or printed circuit boards with components attached for the manufacture of radios and radiograms	Ex 85.15
Vacuum or gas-filled electric lamp bulbs, not exceeding 500 watts and of a type commonly used for indoor lighting, mercury and sodium vapour discharge lamps, infra red filament lamps	Ex 85.20
Transistors	Ex 85.21
Graphite electrodes	Ex 85.24
Coin-operated projectors	Ex 90.08 Ex 90.09
Metal levels – straight-edged, exceeding 12 inches in length, of which the f.o.b. price does not exceed R10 per level	Ex 90.16
Plastic containers for the collection of blood for blood-transfusion	Ex 90.17
Latex seamless tubing	Ex 90.18
Medical tubes for endotracheal, anaesthesia, tracheostomy, urological drainage and veterinary purposes	Ex 90.18
Juke boxes, pin tables, novelty tables, coin-operated machines and amusement machines	Ex 92.11 Ex 97.04
Cartridges – 7·62 mm and 9 mm	Ex 93.07

SCHEDULE IV. RESTRICTED LIST – GROUP 5

Note – The goods appearing in this schedule shall be exempt from the production of specific permits when they are imported under rebate of customs duty under the Third Schedule to the Customs and Excise Act, No. 91 of 1964.

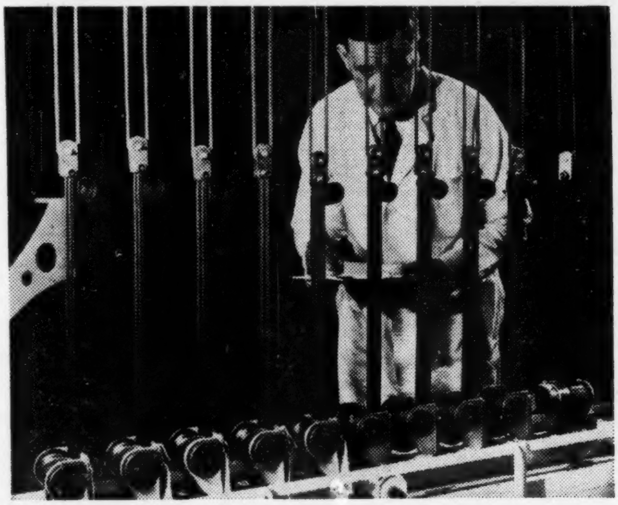
The meaning to be assigned to any description of such articles shall be the meaning assigned to similarly numbered items in the First Schedule to the Customs and Excise Act, No. 91 of 1964.

(1) Description of Goods	(2) Tariff Heading No.
Meat and edible meat offals (fresh, chilled, frozen, salted, in brine, dried or smoked or otherwise prepared or preserved, whether or not tinned)	02.01 02.02 02.03 02.04 02.06 16.01 Ex 16.02
Fish, including fry and ova, anchovies, caviare, lax, lobster and fish pastes, but excluding salted herrings and kippered herrings	Ex 03.01 Ex 03.02 03.03 16.04 16.05
Prepared spices	Ex 09.04 Ex 09.06 Ex 09.07 Ex 09.08 Ex 09.09 Ex 09.10
Fruits, fresh or green, bottled, tinned or otherwise preserved, including candied peel, dried fruit and fruit pulp, but excluding dates and tamarinds	Ex 08.01 08.02 08.03 08.04 08.06 08.07 08.08 08.09 08.10 08.11 08.12 08.13 Ex 20.01 20.03 Ex 20.04 Ex 20.06
Meat pastes, potted or tinned	Ex 16.02
Loaf and cube sugar, and glucose	Ex 17.01 Ex 17.02 Ex 17.05
Confectionery, including slab chocolate, ice-cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, but excluding ice-cream, ginger preserved in syrup or brine or in some other manner, and candied ginger	Ex 17.04 Ex 18.06 Ex 20.04 Ex 21.07 Ex 97.05
Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit	20.07
Wines, all types, including champagne	22.05 22.06 Ex 22.07
Liqueurs, cordials, mixed potable spirits and other potable spirits exceeding 3 per cent of proof spirit	Ex 22.09
Tobacco, unmanufactured	Ex 24.01
Tobacco, manufactured	Ex 24.02
Cigarettes	Ex 24.02
Snuff	Ex 24.02
Fireworks of all descriptions	Ex 36.05
All clothing (including infants' napkins), excluding secondhand overcoats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bibs and feeders	Ex 39.07 Ex 40.13 Ex 42.03 Ex 43.03 Ex 43.04 Ex 60.03 60.04 Ex 60.05 Ex 60.06 61.01 61.02 Ex 61.03 61.04 Ex 61.09 Ex 61.10 Ex 63.01 Ex 64.06 Ex 68.13
Ladies' handbags, and children's handbags, made of rattan and similar materials	Ex 46.03
Basketwork and wickerwork	46.03
Tulle and other net fabrics, hand or mechanically made lace, in the piece, in strip or in motifs, knitted or crocheted fabrics similar to lace	58.08 58.09 60.01 60.05 60.06 62.02
Boots and shoes, excluding ballet dancing shoes, skating boots and spiked running shoes	64.01 Ex 64.02 64.03 Ex 64.04 Ex 90.19
Serrated saw banding	Ex 82.02
Electric floor polishers, including vacuum cleaner/floor polisher combinations	Ex 85.06
Gramradios and radio receiving sets assembled or unassembled, with or without cabinets, and including cabinets imported separately, but excluding gramradio turntable units and also motors, pick-ups and record changers for gramradios imported separately	Ex 85.15
Furniture—seagrass, rattan or wicker	Ex 94.01 Ex 94.03

(*Continued on next page*)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).



Using an automatic rig to make one of many tests to BSI standards on 'Dualock' inertia reel car seat belts at the Basildon factory of Teleflex Products Limited. The test shown involves 50,000 full webbing extensions from and retractions to the reel, coupled with 10,000 randomly applied locking actions. Teleflex inertia reels, developed from similar equipment used on aircraft, are supplied to a number of British and overseas motor manufacturers, and according to vehicle type are either fitted as standard equipment or made available as optional extras.

SOUTH AFRICA, *continued*

Customs tariff changes

GOVERNMENT NOTICES R2055 and R2056, published in the Republic of South Africa *Government Gazette* of December 22, 1967, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
R.2055				
50.09 By the insertion after sub-heading No. 50.09.10 of the following:				
50.09.15 Fabrics of cellulosic fibres containing 30% or more combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per sq. yd. of 4·2 oz. or more (excluding poplin):				
.10 of a value for duty purposes per sq. yd. exceeding 30c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
By the substitution for the heading of sub-heading No. 50.09.20 of the following				
Other fabrics containing more than 50% of cellulosic fibres (excluding poplin)				
By the insertion after sub-heading No. 50.09.20 of the following:				
50.09.25 Fabrics of synthetic fibres, of a weight per sq. yd. of 4·2 oz. or more (excluding poplin):				
.10 Of a value for duty purposes per sq. yd. exceeding 24c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
50.09.40 Fabrics in which wool or hair predominates by weight:				
.10 Woven from worsted yarns	sq. yd.	50% or 24c. per sq. yd.	20% or 24c. per sq. yd.	
By the substitution in sub-heading No. 50.09.40.10 for the rate of duty in columns III and IV of the following		30% or 50c. per sq. yd. less 20%	20% or 50c. per sq. yd. less 20%	
50.10 By the insertion after sub-heading No. 50.10.10 of the following:				
50.10.15 Fabrics of cellulosic fibres containing 30% or more combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per sq. yd. of 4·2 oz. or more (excluding poplin):				
.10 Of a value for duty purposes per sq. yd. exceeding 30c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
By the substitution for the heading of sub-heading No. 50.10.20 of the following:				
Other fabrics containing more than 50% of cellulosic fibres (excluding poplin):				
By the insertion after sub-heading No. 50.10.20 of the following:				
50.10.25 Fabrics of synthetic fibres of a weight per sq. yd. of 4·2 oz. or more (excluding poplin):				
.10 Of a value for duty purposes per sq. yd. exceeding 24c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
50.10 Woven fabrics of noil silk:				
.40 Fabrics in which wool or hair predominates by weight:				
.10 Woven from worsted yarns	sq. yd.	50% or 24c. per sq. yd.	20% or 24c. per sq. yd.	
By the substitution in sub-heading No. 50.10.40.10 for the rate of duty in columns III and IV of the following:		30% or 50c. per sq. yd. less 20%	20% or 50c. per sq. yd. less 20%	
51.04 By the insertion after sub-heading No. 51.04.65 of the following:				
51.04.70 Other fabrics of synthetic fibres containing discontinuous fibres, of a weight per sq. yd. of 4·2 oz. or more:				
.10 Of a value for duty purposes per sq. yd. exceeding 24c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceed-52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
By the insertion after sub-heading No. 51.04.80 of the following:				
51.04.85 Other fabrics of cellulosic fibres containing discontinuous fibres and 30% or more combed wool or other combed animal hair or synthetic fibres or mixtures thereof, of a weight per sq. yd. or 4·2 oz. or more:				
.10 Of a value for duty purposes per sq. yd. exceeding 30c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
53.11 Woven fabrics of sheep's or lambs' wool or of fine animal hair:				
.10 Fabrics woven from worsted yarns, not elsewhere enumerated in this heading:				
.10 With woven stripes, of a kind commonly used for blazers	sq. yd.	25%	5%	
.90 Other	sq. yd.	50% or 24c. per sq. yd.	20% or 24c. per sq. yd.	
By the substitution in sub-heading No. 53.11.10.90 for the rate of duty in columns III and IV of the following		30% or 50c. per sq. yd. less 20%	20% or 50c. per sq. yd. less 20%	
53.11 By the substitution in sub-heading No. 53.11.10.90 for the rate of duty in columns III and IV of the following		30% or 50c. per sq. yd. less 20%	20% or 50c. per sq. yd. less 20%	
56.07 By the substitution for the heading of sub-heading No. 56.07.20 of the following:				
Fabrics containing more than 50% cellulosic fibres and containing 15% or more carded wool or other carded animal hair (excluding fabrics containing combed wool or other combed animal hair), unprinted:				
By the deletion of sub-headings Nos. 56.07.65, 56.07.70 and 56.07.71.				
By the substitution for the heading of sub-heading No. 56.07.79 of the following:				
Other fabrics of synthetic fibres containing 15% or more wool (excluding combed wool), of a weight per sq. yd. of 6·6 oz. or more:				
By the substitution for the number of sub-heading No. 56.07.80 of the number '56.07.85' and by the insertion of the following new sub-heading No. 56.07.80:				
56.07.80 Other fabrics of synthetic fibres of a weight per sq. yd. of 4·2 oz. or more:				
.10 Of a value for duty purposes per sq. yd. exceeding 24c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
By the insertion before sub-heading No. 56.07.90 of the following:				
56.07.87 Other fabrics of cellulosic fibres containing 30% or more combed wool or other combed animal hair or synthetic fibres				

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
or mixtures thereof, of a weight per sq. yd. of 4·2 oz. or more:				
.10 Of a value for duty purposes per sq. yd. exceeding 30c. but not exceeding 52c.	sq. yd.	80% less 7c. per sq. yd.		
.20 Of a value for duty purposes per sq. yd. exceeding 52c.	sq. yd.	20% or 65c. per sq. yd. less 60%		
Note: The duty on certain woven fabrics of man-made fibres is increased to the extent indicated.				
*R.*2056				
85.03 By the substitution for tariff heading No. 85.03 of the following:				
85.03 **Primary cells and primary batteries;**				
85.03.10 Cylindrical primary cells:				
.10 With a cross-section exceeding ¾ in. but not exceeding 1¼ in. .	no.	10% plus 250c. per 100 less 60%		250c. per 100 less 60% (UK, Canada)
.20 With a cross-section exceeding 1¼ in. . . .	no.	10% plus 320c. per 100 less 60%		320c. per 100 less 60% (UK, Canada)
.90 Other . . .	no.	30%		20% (UK, Canada)
85.03.90 Other . . .	no.	30%		20% (UK, Canada)
Note: The duty on certain cylindrical primary cells is amended to the extent indicated.				

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) Amendment (No. 6) Regulations, 1967, published as Government Notice No. 248 on November 24, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

1 BTN No.	2 Nomenclature	3	4	5 Effective Rates	6
Ex 82.01.01	Hoe Blanks	—	5%	Free	Free

(Britain pays the Column 6 rate of duty)

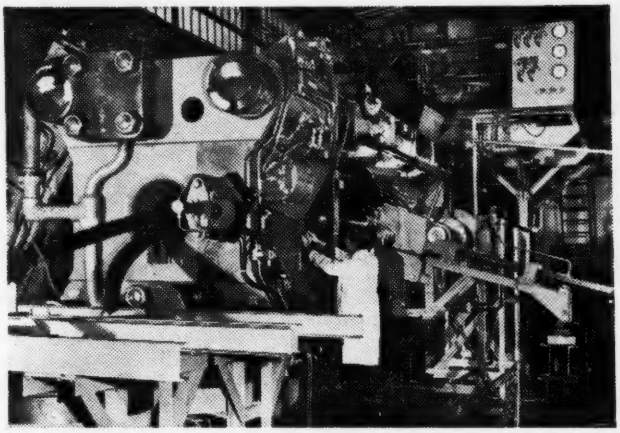
CYPRUS

Tariff amendments

PLEASE NOTE that in last week's *Journal*, page 61, the number of the final item given in the tariff amendments should have read 681-03/05, not 081-03/05.

Import restrictions

THE BOARD OF TRADE has been notified that because of the serious epizootic disease of foot and mouth disease which has been spread in the United Kingdom, the Veterinary Services in Cyprus have decided to put into effect the following prophylactic measures until further notice:



A Loewy Robertson 2,500-ton hydraulic extrusion press for Spain undergoing shop trials at the Bournemouth works of Loewy Robertson Engineering Co. Ltd., a TI company.

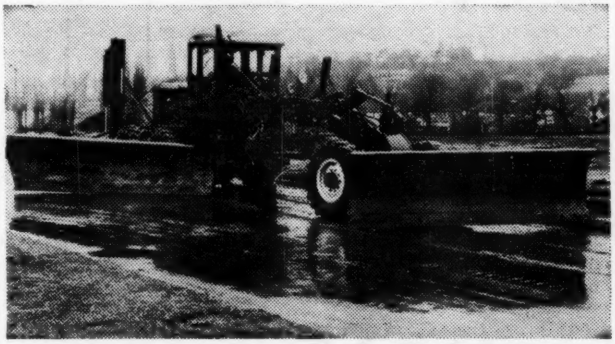
(a) the impostation from the United Kingdom of any animal or bird (cattle, horse, sheep, goat, dog, cat, animals for zoos and other birds, etc.) is prohibited;

(b) the importation from the United Kingdom of frozen meat, chilled meat or smoked meat, meat products in tins which have not been subjected to boiling to such a degree as to kill viruses of foot and mouth disease is prohibited;

(c) the importation from United Kingdom of the following animal meat products is prohibited:
hair, bones, bone meal, fish meal and all milk by-products;

(d) the importation from the United Kingdom of hay, straw and animal foodstuffs is prohibited;

(e) all hay, straw or any plant substances including sacks, which are being used for packing of any kind of merchandise which is being imported into Cyprus from the United Kingdom, will be destroyed as this can be the medium of importation of virus of foot and mouth disease.



Fully rigged for winter working, this Aveling-Austin Super 500 motor grader, powered by a Leyland AU 600 diesel engine, is the first of three to be despatched to Iceland. Completely equipped for snow and ice clearance, these are the first motor graders ever to be supplied to Iceland by Aveling-Barford Limited, and mark a successful breakthrough into a territory hitherto dominated by American manufacturers. Similarly equipped machines have earned an unrivalled reputation in Scandinavian countries, where roads which were impassable for much of the long winter have, since the arrival of the winter-rigged Super 500 graders, remained open to traffic throughout the year.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

MALAYSIA

Motor cycle assembly—imposition of customs duties

THE MALAYSIAN GOVERNMENT recently announced its intention to encourage the development of a motorized two-wheeler assembly industry in West Malaysia, i.e., the assembly of motor cycles, mopeds and scooters and the progressive manufacture of component parts.

Among the incentives offered by the Malaysian Government was tariff protection and freedom from import duty on CKD packs except for locally manufactured parts.

Following this announcement the Customs Duties (Amendment) (No. 3) Order, 1967, which applied to West Malaysia only, was made on December 9, 1967, and published in Malaysian *Government Gazette* dated December 14, 1967. This imposed a 10 per cent import duty, full and preferential, on the following tariff items:

732 910-2	Motor cycles, auto-cycles and cycles fitted with an auxiliary motor, completely built up, new
732 910-3	Motor cycles, auto-cycles and cycles fitted with an auxiliary motor, completely built up, other than new.

Removal of surtax on raw sugar

MALAYSIAN GOVERNMENT GAZETTE dated December 14, 1967 announces that, with effect from December 9, 1967, the special surtax of M$ 25 per ton on raw sugar imported by local sugar refineries has been removed.

A notice about this surtax appeared in *Board of Trade Journal* dated June 9, 1967, page 1525.

Capital of Sabah — Change of name

THE SABAH STATE GOVERNMENT recently announced that the name of the capital has been changed from Jesselton to Kota Kinabalu.

SINGAPORE

Amendments to import control

NOTICE TO SINGAPORE IMPORTERS No. 47 of 1967 draws attention to notifications published in the Singapore Government *Gazette* on November 24, 1967, which amend Prohibition of Imports Orders as follows:

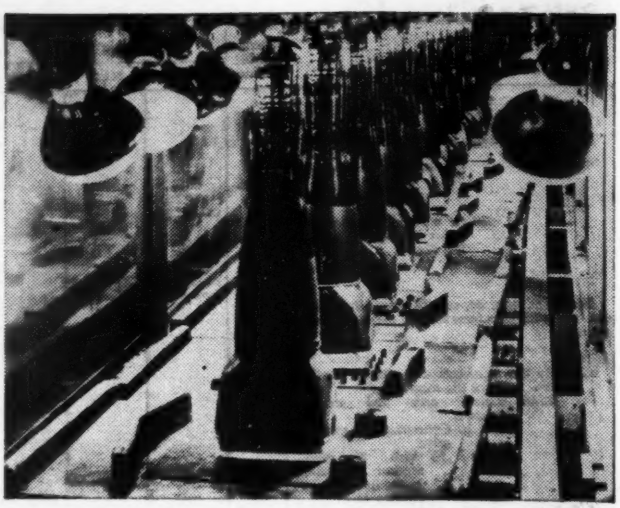
(A) Delete the following from the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965:

694 111	Wire nails
841 421	Stockings or socks of pure, natural silk not rubberized, knitted or crocheted

(B) Delete the following from the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965:

3. Cement
5. Cotton textiles (from mainland China only)
21. Television receivers, components and spare parts thereof
53. Iron and steel wire, whether or not coated or covered; but not insulated and not of high carbon or alloy steel
58. Special purpose motor vehicles, including ambulances – new; other than new
59. Builders' hardware, as follows:–
    (a) Lever locksets with two lever locks
    (b) Lever latchsets with mortice latch
    (c) Knob latchsets with mortice latch (excluding locking types)
    (d) Rimlocks
    (e) Rim night latch
    (f) Extruded brass butt hinge 1 in.-4 in.
    (g) Steel butt hinge 1 in.-4 in.
    (h) Tee hinge 8 in.-12 in.
    (i) Extruded brass socket bolt 2 in.-8 in.
    (j) Padbolt 4 in.-8 in.
    (k) Tower bolts 4 in.-8 in.
    (l) Indicating bolts
    (m) Hooks, cabin brass 4 in.-8 in.
    (n) Pulls, flush brass 3 in.
63. Cement in the form of clinker
78. Suitcases and bags made of canvas
82. Iron and steel netting, fencing.

The effect of these amendments is that as from November 23, 1967, special licences are now no longer required for the above mentioned goods.



A batch of electronic instrument cathode ray tubes passing through a graphite drying tunnel, one of a series of closely controlled manufacturing processes, at the Hammersmith works of The M-O Valve Company Limited. Nearly 70 per cent of the production of the company – a member of the GEC Group – now goes overseas.

CEYLON

Freight surcharge—devaluation

THE BOARD OF TRADE has received copies of the Ceylon Import Control Notice No. 23/67, which states that in view of the recent announcement of an additional freight surcharge by certain Shipping Lines, all importers are informed that they should make arrangements with their suppliers to ship goods only up to the value of the licences available to them. Such an adjustment is necessary since a freight surcharge involves an additional payment in foreign exchange. If for any unavoidable reason, an importer incurs any excess on the value of the licence the amount of such excess will be a liability against the next allocation due to the importer and this value will be deducted before licences are issued on the next allocation. Importers are requested to make every effort to avoid an excess on the value of the licences issued to them.

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AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether **acetone** for use as a feedstock in the production of diaceton alcohol should be admitted under by-law.

This reference is of departmental origin.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 46/68.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question of the tariff classification appropriate to **wet blue goat and kid skin leather** falling within item 41.04.

Details of tariff item 41.04 are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
41.04	Goat and kid skin leather, other than leather falling within item 41.06, 41.07 or 41.08:		
41.04.100	Crust or rough tanned	Free	Free
41.04.900	Other	22½%	10%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than January 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 47/68.

Tariff Board inquiry (3)

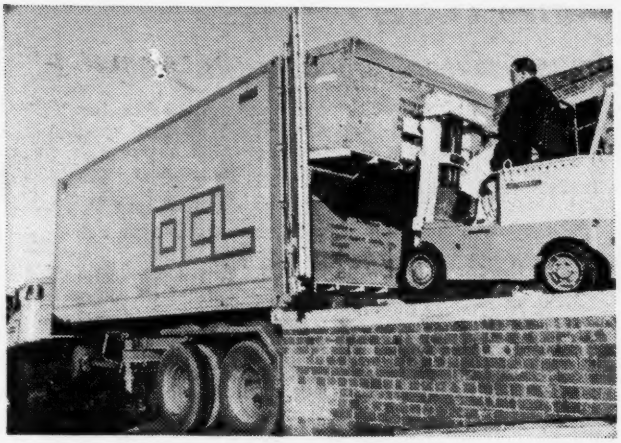
THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **chlorine and caustic soda (sodium hydroxide),** tariff items 28.01.000 and 28.17.1.

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
28.01.000	Halogens (fluorine, chlorine, bromine and iodine)	Free	Free
28.17	Sodium hydroxide (that is to say, caustic soda); potassium hydroxide (that is to say, caustic potash); peroxides of sodium or potassium:		
28.17.100	Sodium hydroxide	40%	30%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than January 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, SW.1, quoting reference No. CRE 40/68.



The Rover Company Limited and their packing contractors, Export Packing Service Ltd., are looking to the future when the majority of United Kingdom exports to Australia will be carried in container ships. Thirty Land Rovers in completely knocked-down condition have recently been packed into two containers by the Banbury Division of the Export Packing Service Group for shipment. The picture shows crates containing Land Rover engines, axles, gearboxes and other parts being loaded into one of the new containers destined for shipment to Australia. The container holds 18 *crates.*

Tariff Board inquiry (4)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **leather gloves, mittens and mitts** (tariff item 42.03.1).

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
42.03	Articles of apparel and clothing accessories, of leather or of composition leather:		
42.03.1	Gloves, mittens and mitts:		
42.03.110	of a kind worn solely or principally by industrial workers or by golfers; dress type	12½%	Free
42.03.19	Other:		
42.03.191	of a kind worn solely or principally for sporting purpose	55% Primage 5%	17½%
42.03.199	Other.	37½% Primage 10%	17½% Primage 5%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than January 22.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 41/68.

CANADA

Customs ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Photoelectric switches or controls which automatically turn electric lights on at dusk and off at dawn.

(Ruling effective February 5, 1968.)

The above information is contained in Canadian Department of National Revenue Memorandum D51-22-2 dated January 3, 1968.

UNITED STATES

Imported wool products (Rule 36)

NOTICES IN THE *Board of Trade Journal* dated September 30, 1966, July 7, November 3 and November 17, 1967 gave information about the United States Federal Trade Commission proposals for the addition of a new Rule 36 to the regulations under the Wool Products Labelling Act of 1939.

The Federal Trade Commission has now published a revised version of Rule 36 which is to become effective on February 12, 1968.

Under the new rule all imports of wool products into the United States that are subject to formal entry through Customs will be temporarily retained in Customs pending a notice of release which will be issued by the Federal Trade Commission if it is satisfied that the imported wool products comply with the labelling requirements of the Wool Products Labelling Act.

It will be necessary for importers to file with Customs a form 36(A) for such shipment of wool products showing, *inter alia:* the country of origin; a complete description of the products and their cost; the information contained in the required fibre content labels affixed to the products; details of the exporter, manufacturer and importer. Clearance of the products will normally be effected within 3 days of form 36(A) being filed, but where the Federal Trade Commission has reason to believe that any wool products are misbranded it may require the goods to be held in Customs for certification or laboratory testing. Testing will be at the expense of the importer.

It is hoped that any testing will be completed within a week or ten days after form 36(A) is filed with Customs. If the certificate or test results show the goods to be misbranded the Commission will not issue a notice of release until they have been relabelled correctly. There is provision under the rule for pre-entry release of shipments of wool products and for release from Customs custody under bond.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7733, Ext. 3365). Copies of the new rule may be obtained from the above address, Ext. 2397.

Federal States vehicle safety standards

THE *Board of Trade Journal* of February 10, and October 27, 1967, gave notice of the United States Federal Highway Administration's intention to amend certain of the Initial Federal Motor Vehicle Safety Regulations and to issue new standards.

The Federal Highway Administration has now published its proposals as follows:

Amendments to existing standards:

Standard No. 103	Windshield defrosting and defogging – passenger cars, multi-purpose passenger vehicles, trucks, buses. Anticipated effective date January 1, 1969. This amendment supersedes the proposal referred to in the *Board of Trade Journal* for February 10, 1967.
Standard No. 104	Windshield wiping and washing systems – passenger cars, multi-purpose passenger vehicles, trucks, and buses. Anticipated effective date January 1, 1969.
Standard No. 206	Door latches and door hinge systems – passenger cars. Anticipated effective date January 1, 1969. Multi-purpose passenger vehicles, trucks. Anticipated effective date January 1, 1970.

Proposals for new standards:

Head restraints:
(Passenger cars).
Headlamp concealment devices:
(Passenger cars, multi-purpose passenger vehicles, trucks, buses and motor cycles).
Hood catch systems:
(Passenger cars, multi-purpose passenger vehicles, trucks and buses).
Exterior protusions:
(Passenger cars, multi-purpose passenger vehicles, trucks, buses, trailers and motor cycles).
Vehicle identification number:
(Passenger cars).
Anticipated effective date of above January 1, 1969.
Theft protection:
(Passenger cars).
Impact protection for occupants from interior compartment doors:
(Passenger cars).
Windshield mounting:
(Passenger cars).
Anticipated effective date of above January 1, 1970.

Interested persons are invited to participate in the making of the new standards and amendments by submitting written data, views or arguments. Comments should contain supporting statements and data to justify all conclusions and recommendations. Comments must identify the individual docket number and be submitted in 10 copies to the National Highway Safety Bureau, Attention, Rules Docket, Room 512, Federal Highway Administration, United States Department of Transportation, Washington D.C. 20591, to arrive on or before the close of business January 26, 1968.

All comments will be available for examination by interested persons in the Rules Docket both before and after the closing date for comments.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

GUYANA

Import licence requirements

UNITED KINGDOM exporters are reminded that no goods may be imported into Guyana from Albania, Bulgaria, China, Czechoslovakia, East Germany, Hungary, North Korea, Poland, Rumania or the USSR without an import licence. Merchants are strongly advised not to export to Guyana goods originating in the above countries unless they are satisfied that the necessary import licence will be forthcoming.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BRAZIL

Manaus free zone

NOTICE WAS given in the *Board of Trade Journal* of August 11, 1967, of Decree Law No. 288 which made provision for a free zone at Manaus. This Decree Law has since been implemented by Decree No. 61,238 of August 24. It is reported that the free zone is now in full operation.

A copy of Decree No. 61,238 (in Portuguese) may be consulted at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

Corrigendum

A NOTICE in the *Board of Trade Journal* of December 29, 1967, reported that Brazilian Customs Policy Council Resolution No. 499 lays down new minimum values for calculating the duty on imported passenger cars. In the table that followed, the heading 'Duty' should have read 'Minimum value',

URUGUAY

Import regulations

DECREE NO. 790/1967 of December 1, 1967 introduced a small measure of relaxation of the restriction on imports into Uruguay; the goods affected are mainly essential goods carrying a maximum surcharge of 10 per cent. The Decree also provided for the suspension of imports established by Decree No. 438/1967 of July 17, 1967 (see the *Journal* of July 28, 1967, p. 246), to be extended to April 30, 1968.

CHILE

Import regulations (1)

By decree no. 1671 of the Chilean Ministry of Finance the import of used or second-hand goods shall be subject to an *ad valorem* charge of 235 per cent instead of the percentage specified in the Customs Schedule, unless the latter is larger, when it shall apply.

The foregoing does not apply to:

(a) Capital goods imported under the Foreign Investors' Statute.
(b) Goods imported new into the Free Zones on being transferred to any part of the rest of the country.
(c) Goods imported new under temporary admittance on being definitely cleared for import.
(d) Equipment, furniture, etc., belonging to travellers and also to vehicles purchased new abroad.
(e) Goods of no commercial value up to a maximum of US$100 value c.i.f. imported by individuals, who are not habitual importers, for their own personal use.
(f) Goods whose import is authorized by the Central Bank free of prior deposit or subject to a deposit equal to that payable on the same goods, if new.

Import regulations (2)

By decree of the Ministry of Finance No. 1773, promulgated in the *Official Gazette* on December 12, 1967, the following were added to the list of items of agricultural machinery and equipment admitted free of customs duties and charges in accordance with Ministry of Agriculture Decree No. 11206, of 1950:

Compression machinery for installing in freezers to be used to store meat and other perishable agricultural products.

All imports must be approved individually by the Ministry of Agriculture, and the equipment cannot be used for any other purpose.

Modifications to permitted import list

The following modifications to the Permitted Import List were made recently:

Page	Chapter	Item	Percentage of prior deposit
108	76	Metal-coated paper	100
		Paper coated with metal and thermoadhesive lacquers and varnishes.	100
145	84	Reduction valves for outlets of liquid gases derived from petroleum with pressure connection	500

TRINIDAD AND TOBAGO

Import licensing arrangements

The list of Exceptions to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following new items:
  699-07 Nuts, bolts, washers and rivets
  733-09.01 Push carts, hand trucks, wheelbarrows and items of a similar nature, and
(ii) by the deletion of item 899-13.09 and the substitution therefor of the following:
  899-13.03 }
  899-13.04 } Twisted wire brushes
  899-13.09 }

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation of the items in (i) above.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Security vehicle specialists Thomas Dye Limited, London, have shipped a number of these custom built cash-carrying Ford 'Transit' vans to Southern Yemen and the West Indies. The whole of the vehicle illustrated is bullet-proof, and the glazed sections are in clear laminate of 1¼ in thick.

Import licensing arrangements

The list of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

Dried milk (in solid form such as blocks and powder):
022-02.01 Containing not less than 8 per cent butterfat
022-02.02 Containing less than 8 per cent butterfat
699-05.02 Welded wire mesh of all kinds of iron and steel

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BARBADOS

Industrial Incentives Act, 1963

The Barbados government is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Act, 1963:

Cut, processed and polished natural stone, except limestone, to wit: marble, travertine, stone, granite, slate, onyx and quartzite.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Develop-

(Continued on next page)

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ment Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676a, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Industrial Development (Export Industries) Act 1963

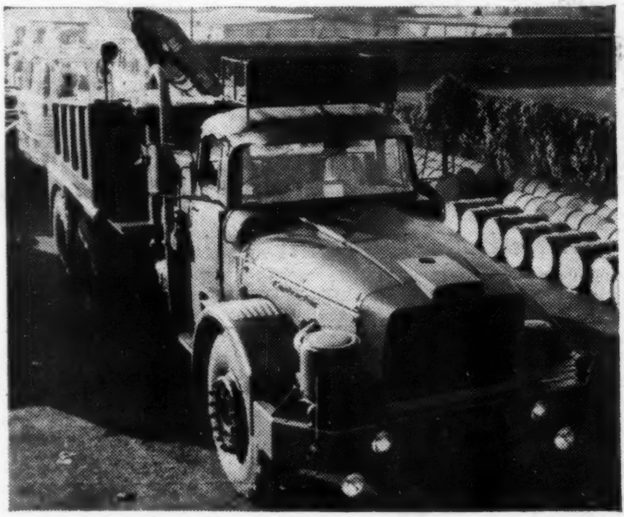
THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved export products' for the purposes of the Industrial Development (Export Industries) Act, 1963.

Electronic measuring devices and components.

Approved export manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, raw materials, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 676c, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).



One of two Scammell Contractor 6 x 4 tractors for Sellburgs of Sweden. Both of the giant contractors are powered by the Cummins NT380 diesel engines and have a 40 tons rear bogie. An important new feature of the tractors is the hydraulic coupling for raising and lowering the hydraulic kingpins on the trailer. The value of the two machines is approximately £35,000.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Retail trade:	
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N. Ireland index (M)	29 Dec. 1967
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	5 Jan. 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distribution and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	8 Dec. 1967
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	22 Dec. 1967
Cotton production (M)	22 Dec. 1967
Wholesale houses sales (M)	22 Dec. 1967
Wool exports (Q)	24 Nov. 1967
Wool output (M)	22 Dec. 1967
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	1 Dec. 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	5 Jan. 1968
Board of Trade Regional organization	5 Jan. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	5 Jan. 1968
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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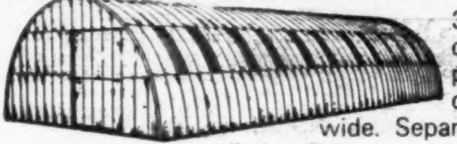

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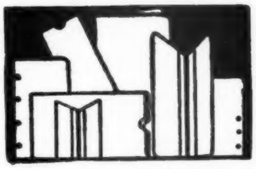

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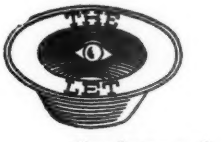

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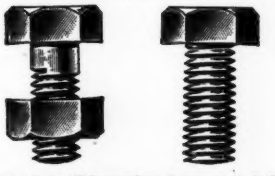

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